November 22, 1952
COVENANT ALTERNATIVE

The Garage & Motor Agent

Vol. 74 (B)—No. 1932
REGISTERED AS A NEWSPAPER

WEEKLY : PRICE 1/3
ANNUAL SUBSCRIPTION, 8/-

Dunlop Advertising reminds the Motorist

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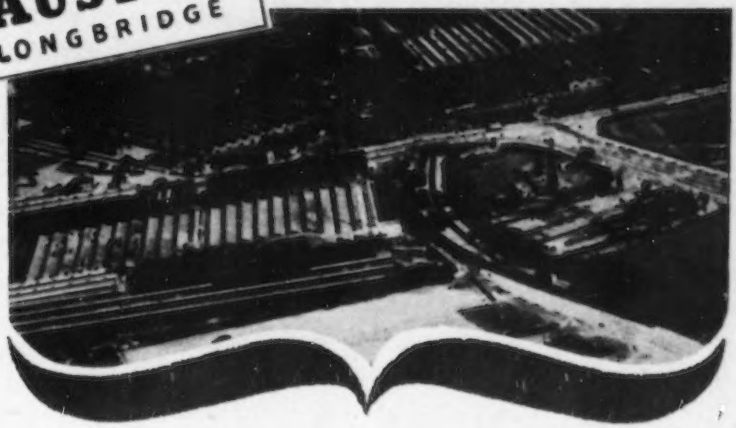

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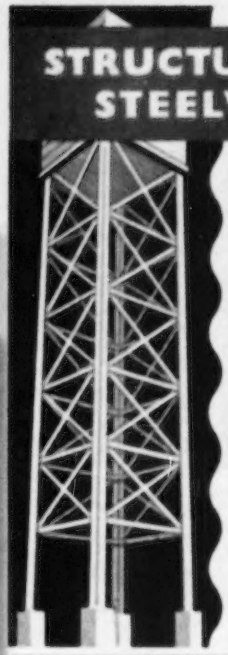

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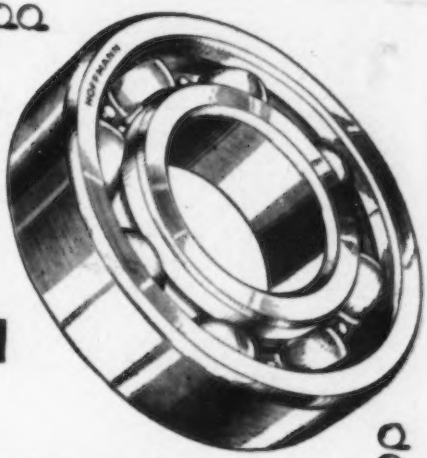

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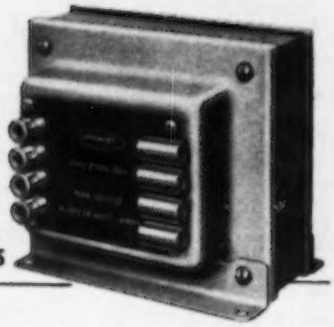

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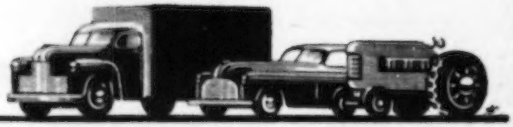

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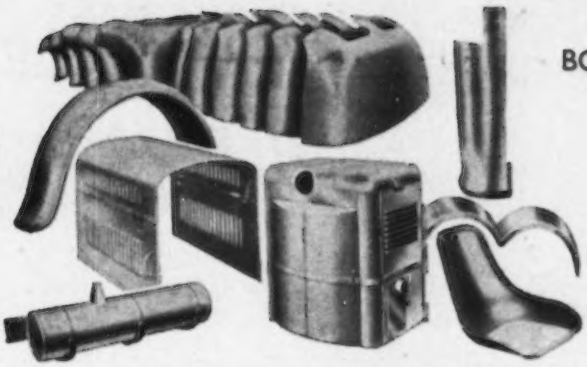

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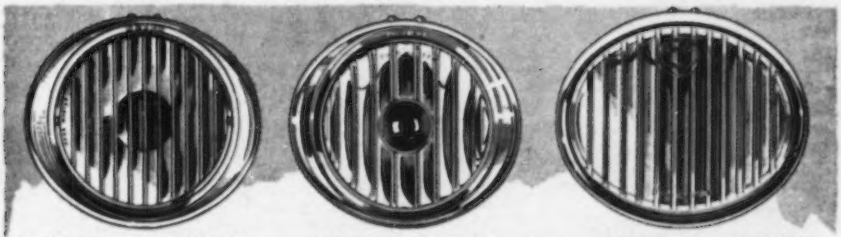

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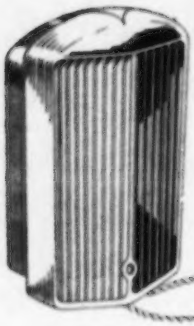

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.858"	×	.565"	..	27/32"	×	19/32"
.890"	×	.600"	..	⅞"	×	5/8"
.890"	×	.730"	..	⅞"	×	¾"
.952"	×	.660"	..	15/16"	×	11/16"
.996"	×	.840"	..	63/64"	×	55/64"
1.015"	×	.600"	..	1"	×	5/8"
1.015"	×	.720"	..	1"	×	¾"
1.015"	×	.850"	..	1"	×	⅞"
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1.140"	×	.845"	..	1⅛"	×	⅞"
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1.265"	×	.970"	..	1¼"	×	1"
1.327"	×	.910"	..	1.5/16"	×	15/16"
1.390"	×	.975"	..	1⅜"	×	1"
1.390"	×	1.100"	..	1⅜"	×	1⅛"
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1.640"	×	1.350"	..	1⅝"	×	1⅜"
1.640"	×	1.470"	..	1⅝"	×	1½"
1.765"	×	1.220"	..	1¾"	×	1¼"
1.765"	×	1.350"	..	1¾"	×	1⅜"
1.765"	×	1.475"	..	1¾"	×	1½"
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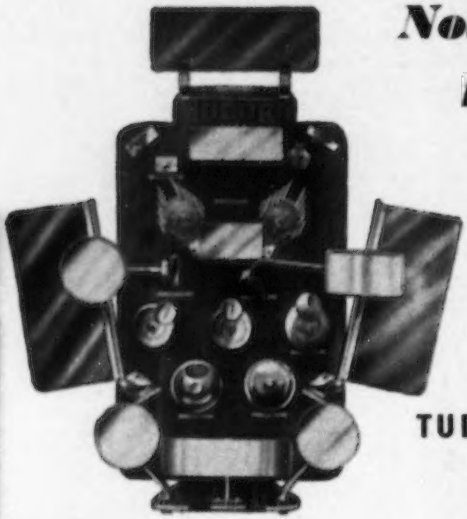

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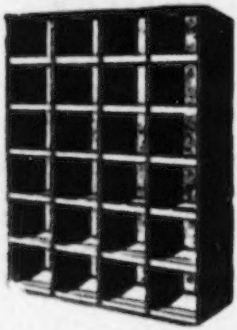

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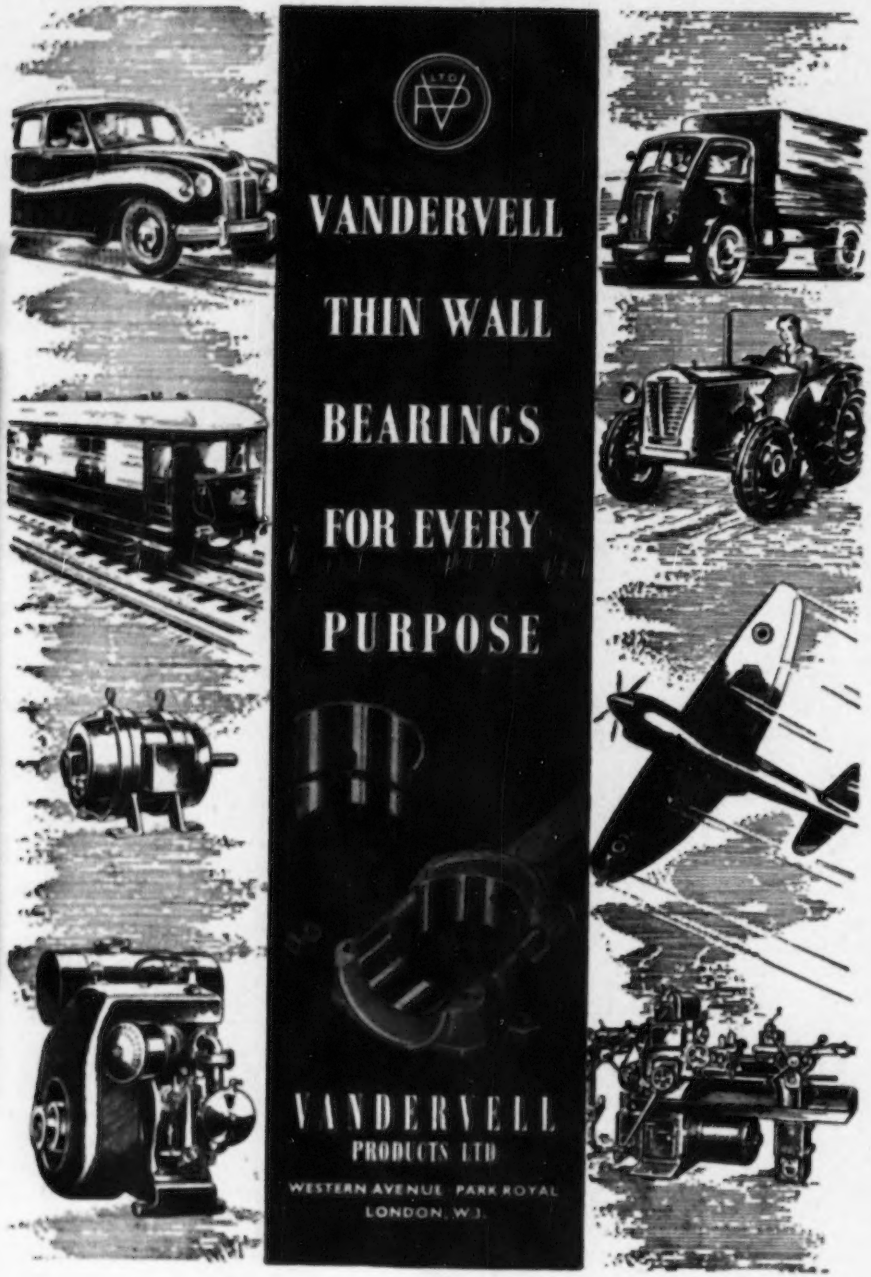
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The Garage & Motor Agent

Vol. 74 (8)—No. 1932

November 25th, 1950

THE INDEPENDENT AND PRACTICAL TRADE PAPER

PUBLISHED SATURDAYS by post to Subscribers. *Established* 1913.

Proprietors: THE CABLE PRINTING AND PUBLISHING COMPANY, LTD.

Managing Director: Walter Boyle

Editor: John Queenborough

Advertisement Manager: Anthony Salmon

Editorial, Advertisement and Publishing Offices: 62, DOUGHTY ST., LONDON - W.C.1

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TERSE TALKS ON TRADE TOPICS: 1643rd

Covenant Alternative

AMONG the current buzz of talk about three-year declarations and two-year covenants, we have been interested to hear suggestions that the Covenant should be replaced by an Option-to-Purchase scheme. Interested, because the idea that new cars should be sold *subject to the buyers giving the B.M.T.A. a conditional option to purchase their vehicles* was proposed by "The G. and M.A." as long ago as March 15th, 1947.

At that time the idea was not acceptable by the B.M.T.A., who were already operating the Covenant. But the years have not lessened our faith in it. We still believe that it would be simpler for the public to understand, and easier to operate than the Covenant, because it would come within the scope of ordinary commercial transactions.

Broadly, our idea was that in acknowledgment of the B.M.T.A.'s interest in preventing speculative dealing, each customer for a new car should sign an agreement giving the Association the option of buying back the car at list price, less so-much for wear and tear, at any time within one year of delivery date. The scheme would work equally well on a two- or three-year basis, of course.

> The option would (1) operate in the event of the car being used for any purpose other than the customer's personal, domestic, business or professional purposes, or (2), if he decided to dispose of it within the option period. No financial risk would be incurred by the Association, because the option need not be exercised if market prices collapsed.
>
> Any car bought-in by the B.M.T.A. would go back to the original dealer, at the price paid by the Association, with authority to sell at list price but no more.
>
> In cases of default, damages would be the difference between the nett price which the B.M.T.A. would have paid and the current open-market price as fixed by an independent assessor.

That, briefly, is our scheme. We have re-stated it here in the hope that it may provide a basis for resolving the differences of opinion which now exist about extending the Covenant and/or introducing a three-year declaration.

Editor

WHAT DO *YOU* THINK ABOUT IT?

IT'S YOUR MONEY THEY'RE AFTER! (3)

On Guard Against Bogus

Fraudulent canvassers and repre manner", so deal only

Two kinds of visitors

PEOPLE visiting your garage, stores or office can be classified broadly as: (a) Prospective buyers, i.e., customers; (b) Agents or representatives of manufacturers, suppliers, and so on, concerned with the service given to (a).

This particular article is intended to throw some light on the activities of disreputable persons who use the "Representative" method of approach to transfer some of *your* hard-earned cash to their own pockets.

The type is generally easily recognisable by an experienced man, but their persuasive manner and confident assurance often make them difficult to refuse by one unsuspecting their real intentions. They are small fry really, and the tricks used are mean and shabby—a firm attitude of refusal to submit to extortion, come what may, is often the best defence.

The bogus "agent" or "canvasser" seems to confine himself in most cases to one of the following categories, and constant repetition of his procedure results in a technique not easily detected: (1) Advertising, printing and publishing services; (2) Insurance; (3) Debt collecting. Let us take them one at a time.

The attraction of the motor trade to the spiv advertising man, is the casual manner in which goodwill publicity is carried out. He knows that most of this type of advertising is done only by persuasion, and very seldom is the action premeditated, apart from entries in the local newspaper.

Firms of any size, of course, have planned campaigns and spaces booked through accredited agents for well-known journals. In such cases it is seldom any use trying to sell a dud advertisement, but the small one-man type of business is a sitting target.

Advertising "catches"

Stock lines are:—Advertising on blotters and calendars; advertising in local guides, souvenir booklets and the like (which have a very limited circulation indeed); magazines and periodicals (again with very limited circulation and do not appear at any definite time: these publications invariably have a good title and are well produced); canvassing for entries in official directories (which themselves are genuine, but for which the "agent" has no authority to collect money).

There is a number of questionable "representatives" who try various tricks with printing and publishing orders by manipulating order forms. The buyer thinks he is signing for a certain amount of, say, carbon paper, and then finds that an enormous amount is delivered because the order form has been adjusted to show 12 gross instead of 12 dozen, for example.

The only way of avoiding being caught is to refuse to deal with anyone other than a genuine firm or an accredited agent known to you, and most important do not part with any

PREVIOUS ARTICLES IN THIS SERIES

"Thwarting the Goods-without-Payment Dodge."—Oct. 21st.

"Don't Accept Cheques from Unknown Customers"—Nov. 11.

By F. C. GUILMANT, F.C.C.S., A.C.C.I.

Salesmen and Travellers

sentatives have a "persuasive with accredited people

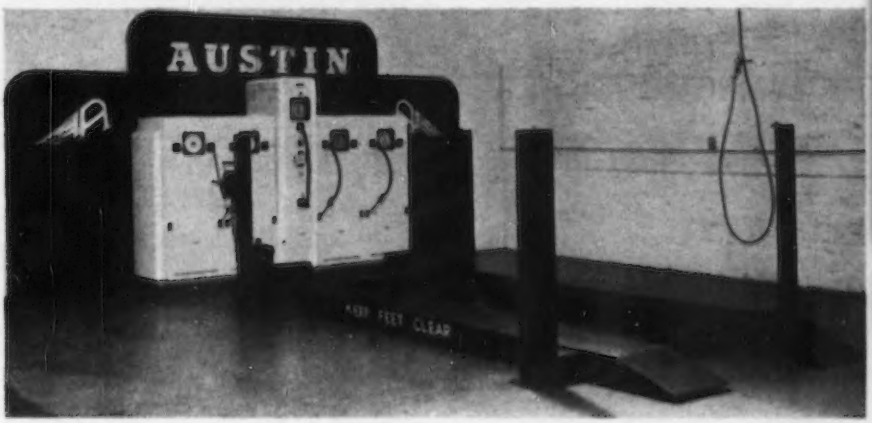
money direct or sign a form until you have read and re-read the terms.

There used to be many clever swindles operated by bogus insurance collectors, but this type is gradually dying out, especially in the motor trade, as garagists have been quick to learn about companies generally, and are suspicious of unknown firms, although there is still the risk of being tricked by bogus collectors who have no authority to collect premiums at all.

One motor dealer was congratulating himself on the completion of a good deal over the sale of a car, including insurance, when (by strange coincidence) a gentleman called, and, with every familiarity, explained he was doing Mr. Jones's usual round, and could he help? How pleased he was to hear about the new insurance—he would take the proposal back to the office with the premium. "Of course, pay it less your commission, old man!"

The victim learned some time later that this smart "inspector" had by chance met the buyer, and in course of conversation found out about the insurance. The rest was just impersonation and good acting, by one who saw a chance and took it.

Realising the competition between the various insurance companies, the garage owner to-day does not fall into the trap of insuring his plate-glass showroom window with any Tom, Dick, or Harry who calls, and at the same time paying a deposit. He gets quotations from representatives well



SMART EFFICIENCY.—Vaughan-Harbourne, Ltd., of Wellington Street, Leicester, have installed this Wakefield Consul lubricating plant against an attractive background, made of wood (polished black) with chrome lettering. This was done by Signcrafts, Ltd. The floor is a red concrete preparation which is wax polished. Walls are finished in cream. The layout is the same as for the two stations in the Service Department of the Austin Motor Co.

known to him, and he pays by crossed cheque.

The problem of "slow payers" causes many headaches, and an offer to help by a debt-collecting agency is often welcomed without considering the risk.

Verify bona fides

It has happened that after payment of a collecting fee, nothing more is heard, because the agency just does not exist. Perhaps in actual fact a collecting service is operated, but the "expenses" or "services rendered" charges are exorbitant and are paid for out of money collected. The bona fides of any debt-collecting agency can be verified easily by your accountant or auditor. In any event, a genuine firm will quickly supply adequate references.

Never give money to a traveller. In fact, a good rule is never to pay anyone (apart from wages) except by crossed cheque sent by post. The genuine representative of a reputable firm does not ask for deposits, account payments or cash in advance. He has no need to.

Be very careful indeed of giving orders to strangers, especially for bargains. Common sense and discreet suspicion are your defences against these rackets. Guard your goods and guard your pocket.

Lord Lucas "Refuses to Face Facts"

B.R.F. comment

"THE Government refuses to modernise the road system, but there is no need for inaccurate statements such as that made by Lord Lucas, Parliamentary Secretary to the Ministry of Transport," says a statement issued by the British Road Federation. Lord Lucas had said he "was not convinced that the roads were a major factor in accidents."

"This," the British Road Federation claim, "is a refusal to face facts. Colonel Bennett, when County Surveyor of Oxfordshire, proved that by adopting the recommendations of Lord Lucas' own Ministry in regard to road layout, it was possible to avoid three-quarters of the accidents occurring at junctions."

The statement continues: "On the same day that Lord Lucas made this statement (November 15th) the Minister of Transport, referring in the House to a fatal accident at a road junction, said, 'The best solution for conditions at this junction would be to improve the layout. I am therefore putting this proposal to the highway authority.'

"Lord Lucas is reported to have said that £300,000,000 had been spent on road improvement since 1945. This is wrong. The actual figure is £20,000,000.

"Lord Lucas also said that 'the non-motoring public would raise an outcry if money was diverted from housing to roads for motorists.' Motorists would be the last to suggest that money and resources should be diverted in this manner. But the boot is on the other foot. Vehicle owners, commercial and private, are contributing some £220,000,000 this year in motor and fuel taxation. **Only £26,000,000 of this is being spent by the Government on roads for all purposes.**

"The balance of some £194,000,000 is being diverted to unspecified purposes. Meanwhile industry is forced to waste its indispensable motor transport on roads which the Minister of Transport recently described as 'hopelessly behind current needs'."

"BRITISH MOTOR CARS"

A GUIDE TO VEHICLES AT PRESENT ON THE MARKET

This new volume contains an illustrated description of every British car, together with a short specification, details of its performance and its price.

Edited by **A. H. Lukins**, and published by George Ronald, 2, Alfred Street, Oxford, the book opens with a foreword by Raymond Mays. Following this is an introduction which gives a brief history of every British car manufacturer, including an account of the war work carried out by each firm.

"British Motor Cars" is intended to be an annual production, and the present edition is very up to date, for it contains a stop-press section giving full details of such new cars as the Ford Consul and Zephyr and the Lanchester Fourteen. It is priced at 7s. 11d. post free.

Drive in—drive out!

MORRIS-COMMERCIAL

service keeps your vehicles earning!

★ Factory re-conditioned Engines, Gear Boxes and Rear Axles.

★ Genuine Morris-Commercial Service Parts ready to fit.

★ Standard workshop time allowances for repair work.

★ Factory-trained Mechanics. Constant liaison between Manufacturer and User.

MORRIS-COMMERCIAL

MORRIS COMMERCIAL CARS LTD.,
ADDERLEY PARK, BIRMINGHAM, 8

Overseas Business: Nuffield Exports Ltd., Oxford and 41, Piccadilly, London, W.1.

83

NUFFIELD PRODUCTS

Where Personality is

One of Scotland's small garages sets a high standard—with a museum and sundial thrown in

"Olde Worlde" frontage

A GARAGE where there is never a service week, "because we are always busy," is Wardie Garage, Ferry Road West, Edinburgh; a small personally-run establishment with an "Olde Worlde" frontage and its own museum worth about £2,000.

Proprietor James H. Farr is very proud of his place, of his mechanics, and their work, and he likes to draw a comparison with what he calls "palatial-type" garages.

He says: "Dotted about the suburban area of all towns you will find numerous stations such as ours. The mechanics are known to the customers by their first names; the chief inquires after the health of the kiddies, and discusses the political situation, all in a very friendly atmosphere, which is lacking in the huge chromium-plated depots which only need a cinema organ to complete the display.

"We are situated in a residential suburb, and have a staff of about ten. The mechanics are all good lads who can turn their hands to anything. We have a fully-equipped workshop, and very often can machine an obsolete part, when the larger fellow is stuck. We even fabricated our own crankshaft grinder, weighing about two tons, which produces an expert job."

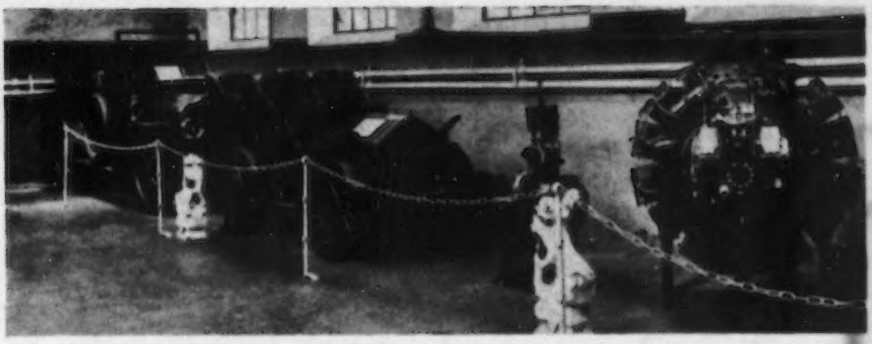
In front of the premises is a garden, where in the spring over 500 daffodils bloom. There is also a sundial, dating from 1660.

Inside, the colour scheme is blue and grey, and there is a space railed off for the museum, which is varied every three months from the £2,000 collection.

This includes a Bristol Hercules aero engine, Renault 1907 twin-cylinder engine, 10 h.p. Stanley steam engine, Turner Miesse steam car, 1907

A drawing of the frontage of Wardie Garage, showing the flower garden and sundial as well as giving an idea of the general appearance.

at One with Efficiency



Inside the garage is the museum, exhibits being changed every three months. The two Chinese Kylons can be seen just behind the chain.

Minerva, 1904 Merryweather fire engine, 1904 De Dion, A.C. tricycles, penny-farthing cycles, and so on. In the front of the display are a pair of Wise Chinese Kylons.

During the local Navy Week celebrations, a show of model ships is staged, including H.M.S. Hood, the Queen Mary, 70 gunships, and so on.

The Wardie Garage have a complete workshop, in which, in addition to the crankshaft grinder already mentioned by Mr. Farr, there is a crankshaft balancer and a Heenan and Froude engine tester. "We have given many a factory representative a jolt when he has called," Mr. Farr comments.

No men are "paid off" in the winter, slack time being spent servicing plant and on similar "domestic" jobs. This winter they intend to rig up a turret clock, complete with Westminster chimes.

". . . . a small garage doing a useful job of work quietly and without fuss," says its proprietor.

M.A.A. Support Two-Year Covenant

West Midland resolution

THAT the covenant be extended to two years as far as new cars not exceeding £1,000 purchase price, were concerned, and that the undertaking for fleet users be similarly extended, was a resolution from the West Midland Division which was carried at the Council meeting of the Motor Agents' Association.

It was explained that the resolution was quite independent of the three-year declaration scheme, and it was hoped the Council would accept it whatever happened to the declaration scheme. **The Division felt, however, that both the extension of the covenant and the declaration scheme were necessary.**

There were really two problems, it was pointed out. The first was: Who should have the new cars which were available? That was a matter the declaration scheme would help to solve.

The second was to prevent a buyer who had obtained a new car from cashing in on it after 12 months, even although he would not be able to get another. If dealers looked at their order lists, they would find they had a number of customers who could sign a declaration form, **but who were likely to cash in on the new car as soon as they could.**

Deputy President **S. M. Caffyn** said he had previously been opposed to a two-year covenant because he did not believe it would do the job. As a result of recent developments, however, he had changed his mind, and he now felt the extension would be wise.

THE LATE HUBERT W. EGERTON

A tribute by

St. JOHN C. NIXON

Hubert Wingfield Egerton died on November 19th, at the Holloway Sanatorium, Virginia Water.

Courageous pioneer

THAT rapidly-dwindling band of pioneer motorists of the Victorian era has just been robbed of yet another prominent member by the passing of Hubert Wingfield Egerton, in his 75th year.

He was the son of the Rector of Western, near Norwich, and the nephew of that highly distinguished scientist, Sir Charles Vernon Buoys, F.R.S.

Inspired as a young man by the great vista the coming of the automobile opened up, he delighted in attempting, and usually accomplishing, thanks to his bull-dog courage and determination, the "almost impossible."

The first machine he purchased (in 1897) was a Beeston motor tricycle, and shortly afterwards this was exchanged for a 2¼ h.p. De Dion-Bouton tricycle, on which he accompanied the late J. W. Stocks when the latter set out to complete the famous "End-to-End" trip on an Ariel motor tricycle in September, 1899. Egerton was forced to abandon the journey at Bristol owing to mechanical trouble, and Stocks at Kendal because of the extremely bad weather.

Completed the course

In the mid-winter of 1900 Egerton set out again, this time on a Locomobile steam car, to complete the John o' Groats-to-Land's End course. Only those of us who know what such an undertaking in the depth of a hard winter entails, and the weaknesses of the car he drove, which was little better than a small town runabout, can appreciate the hardships he endured; he succeeded in the face of tremendous difficulties, one of which was driving some 500 miles with no balls in the ball race of one of the rear wheels of his car.

Six months later he again undertook the same journey, this time on a 1 h.p. Werner motor bicycle with a belt-driven front wheel, no change-speed gear or clutch, and a surface carburetter.

Think of it. The "End-to-End" ride propelled by an engine of approximately the same power as one nowadays uses to drive the smallest type of mowing machine!

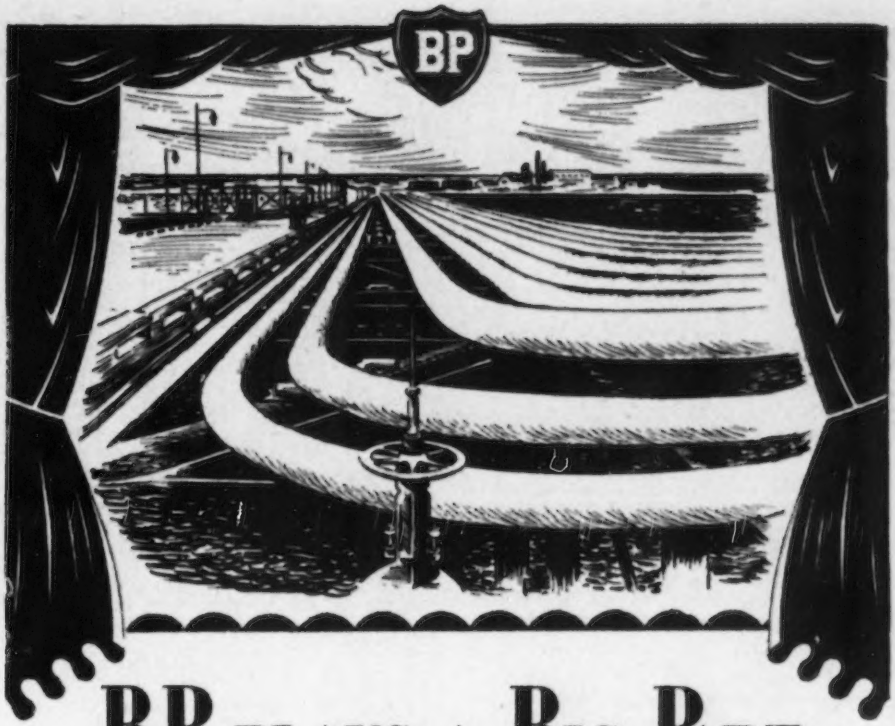
H. W. Egerton at the wheel of the De Dion in which he took part in the 1900 Thousand Miles Trial.

His business career was varied. In 1897 he joined the Dunlop Pneumatic Tyre Co., Ltd., at the instigation of the late S. F. Edge, but his keen interest in motor vehicles brought him in contact with the famous E. J. Pennington, for whom he acted as agent for a short time. Then, in February, 1900, he joined the De Dion-Bouton British and Colonial Syndicate, Ltd., of which S. F. Edge was the Managing Director, and in April-May of the same year he drove his own De Dion-Bouton voiturette through the Thousand Miles Trial.

He founded the great business of Mann Egerton and Co., Ltd., and in later years he joined his life-long friend, S. F. Edge, when the latter was interested in the A.C.

Egerton and I had been close friends for more than half a century. He was a charming, kind-hearted and delightful fellow, hot-tempered at times, and perhaps his own enemy in certain respects, but a very high-principled and deeply religious man, who always sought to imbue his actions with his religious beliefs.

He leaves a son—a clergyman in Australia—and a married daughter.

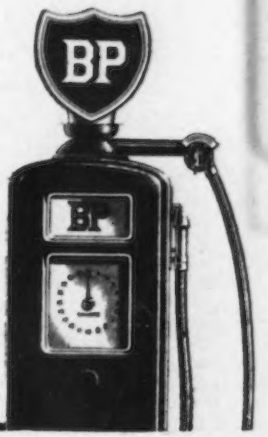


BP PLAYS A BIG PART

IN BRITISH PROGRESS

By stepping up refinery output and speeding up deliveries and distribution, Anglo-Iranian Oil Company HELPED TO END PETROL RATIONING in Britain.

This picture shows the main oil loading lines at an oil and cargo loading jetty in the Middle East—believed to be the largest of its kind in the world. Last year BP increased their sales of crude oil, motor spirit and other refined products by as much as four million tons. Continued progress this year is bringing Branded Petrol nearer.



The vast resources of

ANGLO-IRANIAN OIL COMPANY, LTD.

are behind the BP trade-mark—your guarantee of Better Performance when Better Petrol can be made again.

Serving

Successful enterprises in Bournemouth and Scarborough

H. A. Whitaker and Co. had Sir Kenelm Cayley to address dealers and agents for the opening ceremony of their Ford Week.

Austin and Ford

SERVICE weeks continue to play a prominent part in the sales and service efforts of garages all over the country. This week we have reports of two Ford weeks in Scarborough and an Austin week in Bournemouth.

This "Week" was 10 Days

Success of the Austin service week run by Bournemouth Imperial Motors, Ltd., who are Austin distributors, was such that it was turned into a service ten days.

For the opening, the people who crowded the showroom heard the Chief Constable of Bournemouth and **C. H. Rowley**, Austin Service Manager, speak on service and accident prevention through vehicle care.

The front of Bournemouth Imperial Motors' premises was devoted to an exhibition of replacement parts and accessories. Music was provided by EEco car radio. Attendance was most gratifying.

Main hub of activity was in the works itself, where it soon became evident that it would be impossible to cope with the rush of Austin owners in the week originally planned. Hence it was extended to ten days, **and while nearly 500 cars were serviced in this period, over 100 were disappointed.**

In addition to Austin technicians, also in attendance were technicians from Girling, Dunlop, and Lucas. Champion, Smiths, Ekco, Zenith, and others, were also represented in the exhibition hall.

An Austin service van specially fitted out was, for a fortnight, sent around the territory, driven by Imperial Motors' stores manager, who was accompanied by **B. C. Davies**, of the Austin Motor Co.

At a trade dinner on the night of the opening of the week, dealers in the area heard C. H. Rowley on Austin parts service.

Mr. Rowley made an extensive tour of the territory, accompanied by **W. H. Hooper**, of the Austin service department. It was revealed that **Brian Cawthorne**, of the Austin technical staff, would be operating as a permanent service representative in the South-West of England.

From the success of their Austin service week, Bournemouth Imperial Motors say that a week such as this revived the interest in motoring enormously in Bournemouth and the surrounding district, **"and the response of the public leaves no doubt that such weeks are appreciated, and their full value understood."**

The week was given first-rate publicity, Imperial Motors taking a full-page advertisement in the local Press, supported by associated accessory and component firms.

Speedy Service for Vans

At their Columbus Ravine depot, Grand Garages (Scarborough) Ltd., have just ended a busy week of Ford service and an exhibition, opened by radio singer Webster Booth, before a crowd of car and c.v. users, trade friends and associates.

Representative types of Ford products were on one side of a floor which was efficiently lighted. Components were on

Well with Service Weeks

the opposite side and down the centre. A stripped chassis, its components sectioned and motored, was a centre of attraction.

A driving test assembly with a cinematic presentation of a few miles of road motoring mounted above and before the radiator was very popular.

A competition was based on an 8 h.p. saloon on which a number of defects had been arranged. One entrant claimed to have spotted over 50 errors.

On the service side, in addition to exhibition panels of tools and shop appliances, with shelved stands and cabinets of spares and replacements, benches were set out with workshop tools in position on the actual component or detail.

Apart from the car exhibits, the main emphasis was on Ford service, and to this end the augmented staff of specialist mechanics was kept fully occupied in the inspection, test, report and recommendation on a continuous stream of all types of Ford vehicles.

Grand Garages have a wide customer connection among the tradesmen and commercial concerns in Scarborough, and **they arranged arrivals and departures so that, for example, a van could leave its round, go on the inspection lift, and be back on the road in less than half an hour.**

The exchange plan was fully explained by demonstration and priced poster display, while motor insurance was also publicised. In addition, there were large captioned wall prints of the Ford factory, its layout, with numerous processes and training schemes.

A comfortable and attractive refreshment bar with a radiogram installed was attached to the main office.

Joint Managing Director **W. J. Cullen** said that the emphasis was on service rather than on show, and confirmed his firm's belief in these weeks as a **method of planning an annual assembly, spread over a few days, of nearly all their customers, and with benefit to both parties. They provided opportunity for discussions of mutual problems, joint interests, and future co-operative plans to improve service and extend maintenance.**

Mr. Cullen said that in the first four days there were over 134 inspections.

Customer Get-Together

Another Scarborough firm to have a Ford week were **H. A. Whitaker and Co.**

At the opening at the Vine Street premises, there was a number of agents and users. The principal speaker, **Sir Kenelm Cayley**, spoke of the day-to-day difficulties of the trade, stressing purchase tax and limitation of home supplies.

J. Sorsby, Ford Area Representative, dealt at length with the factory-dealer-user aspect.

H. A. Whitaker's General Manager, **P. A.**

Grand Garages (Scarborough), Ltd., had this arrangement of models and exhibits. The engine in the centre background is a Perkins P.6.

Higgins, in proposing thanks, referred to "amicable relations" between the firm and their customers.

Exhibits were set out amid floral decorations on 13,000 sq. ft. of floor space, and ranged from a stand of cleaning compounds to a 5-ton tipper and the Fordson Major tractor, with implements and attachments.

Sectioned and working components were separate from the cars and trucks, thus giving clear access to the vehicles. Stands were well illuminated.

Considerable use was made of the Ford poster and display service, and a stand was allotted entirely to insurance. There was also a cinematic representation of road risks by children and thoughtless road users, and there was a film depicting service operations aided by clear commentary.

On the service side, the staff, reinforced by factory personnel, carried out the usual inspections, road tests, service check-up, with report and recommendations to Ford users. This work, backed by up-to-date equipment, was a revelation of how much could be done in 15 minutes.

In support were show panels of service and maintenance equipment, and special tools, with their uses described and list numbers given.

The exchange service, with a synopsis of the savings effected, was demonstrated, linked with inspection of the stores organisation.

General Manager Higgins declared that these service weeks were regarded more as a customer get-together than a trade show. Problems of transport and maintenance, exchange of views between dealer and user, renewal of old contacts, and often the establishment of new, were some of the purposes.

Mr. Higgins declared his satisfaction with the results of his firm's six-day effort, which had been supported by local Press announcements, poster display on trade vehicles, and a man with sandwich boards.

The Veterans' Annual Excursion

148 in Brighton run

LAST Sunday morning 148 aged motor vehicles assembled in Hyde Park, and at two-minute intervals set off for Brighton. The Veteran Car Run, commemorating the 53rd anniversary of the Emancipation Run held in 1896, had begun.

This year more entries had been received by the organisers, the R.A.C. and the Veteran Car Club of Great Britain, than ever before—163—but there were 15 non-starters.

It was with pleasure that I accepted the offer of accompanying **J. H. Watson**, works manager of Weybridge Automobiles, Ltd., in the 1903 Wolseley which he drove.

From Hyde Park to Streatham our journey was uninterrupted. Then, Watson seeing **G. James Allday**, of Weybridge Automobiles, Ltd., and President of the Veteran Car Club, in trouble with his 1904 Lanchester, pulled up to give assistance to his chief. That this venerable vehicle, renowned for its reliability, should have broken down was surprising. Investigation quickly revealed a minor fault in the ignition system—a breaker spring of one of the "igniters" had shifted out of place.

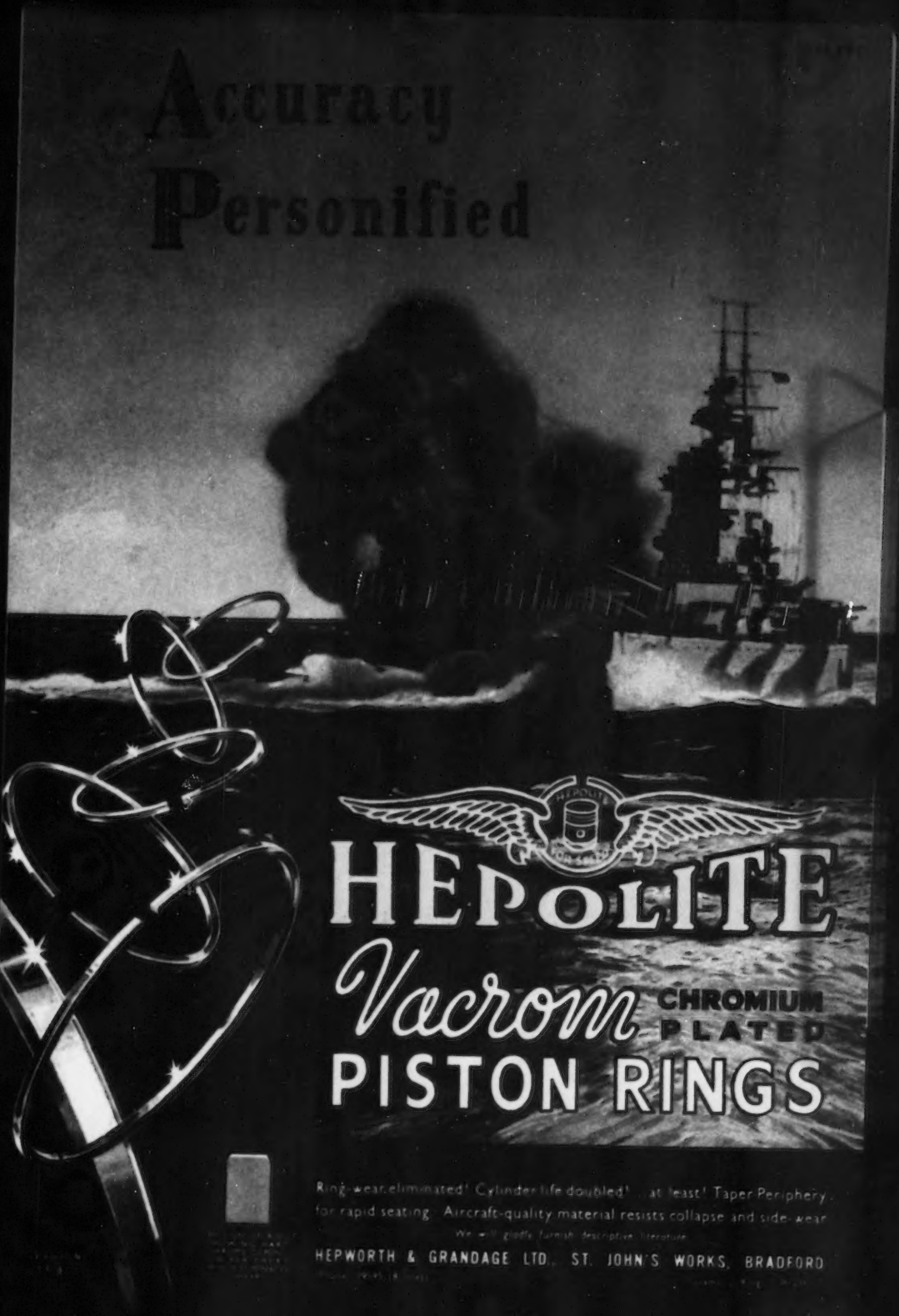
Adjustments completed, Allday set off once more. But soon the trouble recurred and the Lanchester was driven, running on one cylinder only, into K.L.M. Motors, Ltd., of Brighton Road, Coulsdon. Here the welders set to work and before long the yellow-and-black Lanchester sallied forth again and we saw it no more until we arrived at the finish at Brighton.

As for the Wolseley, it ran faultlessly throughout. Scores of the old-timers completed the journey with equal success also and 137 qualified for the Commemoration Medal. Only five retired.

Trouble befell a goodly number which, after all, is not surprising. **Major F. Harvey's** 1904 Clement fell by the wayside for a while when the timing gear began to fall apart. At Redhill the crew of **Dudley Jones'** 1901 De Dion-Bouton had to search the highway for a vital nut that had fallen off, and then part of the entrails of the gearbox came apart. **A. C. Fairclough** (1904 Panhard Levassor), **K. Harbour** (1901 M.M.C.) and **J. G. Robertson** (1904 Renault) were victims of the "puncture fiend," and **W. S. L. Smith** (1904 Talbot) had a lot of bother with the water pump.

Busy day for garagists

It was a fairly busy day for the garagists on the Brighton Road. K.L.M. Motors, Ltd., also dealt with **W. H. S. Wilson's** 1904 Star, which, in addition to carburetter trouble, was forced out of action through a steering arm defect. Near Coulsdon, too, an intensive search was made for a replacement valve for **C. Warwick's** 1900 De Dion-Bouton, and, in the end, thanks to the help of a garage, the car went on. — GRENVILLE MANTON.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Vacrom CHROMIUM PLATED
PISTON RINGS
Ring wear eliminated! Cylinder life doubled! . . . at least! Taper Periphery for rapid seating. Aircraft-quality material resists collapse and side-wear.
We will gladly furnish descriptive literature.
HEPWORTH & GRANDAGE LTD., ST. JOHN'S WORKS, BRADFORD

Show and Sell
PARSONS CHAINS

GARAGE SERVICE EQUIPMENT

New Gantry-Type Vehicle Washer

DEMONSTRATED recently at University Motors, Ltd., was the Washmobile, an American car washing plant which is now being produced in this country.

It consists of a gantry running on two 21-ft. lengths of track. At the top of the gantry are a series of spray nozzles, which spray the car as the gantry is pushed up and down its tracks.

A car to be cleaned is run underneath the gantry and mud is removed from the wheels and under the wings by a high-pressure hose. Then the nozzles at the top of the gantry are brought into play, and as the Washmobile is pushed up and down its track, it first sprays the whole length of the car to damp it, then applies the Washmobile shampoo, a specially-developed detergent.

The attendant operating the Washmobile then sponges away with a hand glove before running the gantry once more over the car to rinse off the shampoo with a fine spray. Windows and bright parts are then wiped with a chamois leather, and the car driven away and allowed to dry.

No further attention is required to produce a glossy, streak-free finish, and the whole wash takes only ten-twelve minutes.

Other advantages claimed for the Washmobile are that it requires only half the volume of water per wash compared with the bucket and hose method, that each wash uses less than a pennyworth of shampoo, and the wax polish is left unharmed.

Overall height of the Washmobile, which is being handled in Great Britain by the sole concessionaires, American Autowash Corporation, Ltd., 1a, Newman Street, Oxford Street, London, W.1, is 7 ft. 3ins., and its overall width, 9 ft. 3 ins.

Non-Corrosive Decarbonising Solution

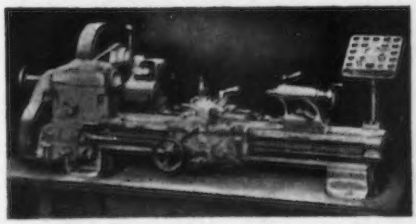
A NEW decarbonising solution which is non-corrosive and gives off no harmful fumes has been developed by Jenolite, Ltd., 43, Piazza Chambers, Covent Garden, London, W.C.2.

Supplied ready for use, the solution can be employed in any type of steel container, and operates at a temperature of between 75 degs. C. and 90 degs. C. Approximate period of immersion is twenty minutes. The makers state that none of the materials normally used in the construction of engines is attacked by this decarbonising solution.

Ten-inch Toolroom Lathe

KNOWN as the Light Ten, this new small precision toolroom lathe is made by the South Bend Lathe Works, South Bend 22, Indiana, U.S.A. It is available in bed lengths of 3, 3½ and 4 ft., with maximum distances between centres of 16½ in., 22½ in., and 28½ in. respectively.

The lathe is driven by a ½ h.p. motor, and the headstock is back geared, providing spindle speeds of from 48 to 1,435 r.p.m.



The Garage & Motor Agent Used-Car Market Report

DIGEST of prices quoted in trade and private advertisements of used cars FOR SALE appearing in current issues of public motoring journals and representative national and provincial newspapers. In each case the figure given is the nearest "popular" average, i.e., the MAJORITY, NOT the arithmetical average.

Prices in right-hand column, in £'s.

C—Coupe. F—4 or 5 seat Tourer. L—Limousine. T—2 or 3 seat Tourer. S—Saloon. U—Utility.

A.C.

34 S 16 h.p.	120
35 S 16 h.p.	300
36 S 16 h.p.	325
36 C 16 h.p.	340
37 T 16-80	387
37 S 16 h.p.	375
37 C 16 h.p.	450
38 T 16-90 h.p.	525
38 F 16-80	550
46 S 2-litre	1122
49 S 2-litre	1225
49 U 2-litre	850

ALFA-ROMEO

29 C 1½-litre	275
32 T 1½-litre	385
36 F 2.3-litre	575
36 T 2.3-litre	675
38 S 2.3-litre	1500

ALLARD

47 C 30 h.p.	795
48 U 30 h.p.	700
48 C 30 h.p.	765
48 F 30 h.p.	850
48 T 30 h.p.	795
48 S 30 h.p.	875
49 T 30 h.p.	912
49 C 30 h.p.	1025
49 F 30 h.p.	1095
49 S 30 h.p.	1095
50 S 30 h.p.	1200

ALVIS

34 S 12 h.p.	150
34 C 12 h.p.	180
35 S 14 h.p	295
36 S 14 h.p.	395
38 S 14 h.p.	550
39 C 14 h.p.	650
47 S 14 h.p.	1005
48 C 14 h.p.	1130
48 S 14 h.p.	1095
49 S 14 h.p.	1487
49 C 14 h.p.	1350
36 S S. Eagle	395
37 S.S. Crest	437
34 S Sp. 20 h.p.	275
34 F Sp. 20 h.p.	300
34 F Sp. 20 h.p.	325
35 S Sp. 20 h.p.	342
36 S Sp. 20 h.p.	370
37 S Sp. 25 h.p.	395
37 T Sp. 25 h.p.	420
37 C Sp. 25 h.p.	465
38 F Sp. 25 h.p.	575
38 C Sp. 25	595
38 S Sp. 25 h.p.	625
39 T Sp. 25 h.p.	675
37 S 3.4-litre	575
38 S 4.3-litre	595
38 C 4.3-litre	675
39 S 4.3-litre	795
39 C 4.3-litre	825

ARMSTRONG SIDDELEY

35 C 12 h.p.	160
35 S 12 h.p.	290
36 S 14 h.p.	255
37 S 14 h.p.	310
38 S 14 h.p.	367
39 S 16 h.p.	495
46 C Hurricane	757
46 S Lancaster	875
47 C Hurricane	950
47 S Typhoon	975
47 S Lancaster	862
48 C Hurricane	920
48 S Typhoon	1172
48 S Lancaster	1120
49 S Lancaster	1250
49 S Typhoon	1295
49 C Hurricane	1375
35 S 17 h.p.	145
36 S 17 h.p.	250
36 L 17 h.p.	295
36 C 17 h.p.	375
37 S 17 h.p.	545
38 S 17 h.p.	570
39 S 17 h.p.	645
39 L 17 h.p.	645
40 S 17 h.p.	675
40 L 17 h.p.	695
34 L 20 h.p.	225
34 S 20 h.p.	225
37 S 20 h.p.	450
37 S 25 h.p.	395
38 S 25 h.p.	550
38 L 25 h.p.	680
39 S 25 h.p.	750
39 L 25 h.p.	680
37 L 30 h.p.	825
37 F 30 h.p.	850

ASTON MARTIN

33 F 1½-litre	320
34 T 1½-litre	395
35 T 1½-litre	410
36 T 1½-litre	425
36 F 1½-litre	440
36 S 1½-litre	495
37 T 2-litre	500
38 S 2-litre	595
38 T 2-litre	595
38 C 2-litre	850
39 T 2-litre	750

AUBURN

37 C 30 h.p.	350

AUSTIN

34 S 7 h.p.	95
34 T 7 h.p.	167
35 T 7 h.p.	175
35 S 7 h.p.	147
36 S 7 h.p.	185
37 T 7 h.p.	185
37 S 7 h.p.	205
38 T 7 h.p.	220
38 S 7 h.p.	265
38 C 7 h.p.	235
39 S 7 h.p.	310
39 S 8 h.p.	315
40 S 8 h.p.	342
41 S 8 h.p.	368
42 S 8 h.p.	385
45 S 8 h.p.	469
46 F 8 h.p.	286
46 S 8 h.p.	505
47 S 8 h.p.	567
48 S 8 h.p.	595
34 F 10 h.p.	155
34 S 10 h.p.	165
35 S 10 h.p.	205
36 T 10 h.p.	225
36 S 10 h.p.	240
37 S 10 h.p.	335
37 F 10 h.p.	325
38 S 10 h.p.	350
39 S 10 h.p.	395
39 C 10 h.p.	395
40 C 10 h.p.	395
40 S 10 h.p.	455
45 S 10 h.p.	500
46 S 10 h.p.	622
47 S 10 h.p.	695
48 S A.40	650
49 S A.40	922
34 S 12 h.p.	145
35 S 12 h.p.	195
36 S 12 h.p.	295
37 S 12 h.p.	330
38 S 12 h.p.	370
39 S 12 h.p.	410
40 S 12 h.p.	405
46 S 12 h.p.	765
47 S 12 h.p.	835
36 S 14 h.p.	275
39 S 14 h.p.	395
34 S 16 h.p.	150
35 S 16 h.p.	200
36 S 16 h.p.	256
37 S 16 h.p.	295
37 F 16 h.p.	212
37 T 16 h.p.	225
38 S 16 h.p.	340
39 S 16 h.p.	410
46 S 16 h.p.	725
47 S 16 h.p.	860
48 S 16 h.p.	922
46 S 16 h.p.	1075
49 S A.70	1223
49 S A.90	1350
35 S 18 h.p.	275
35 L 18 h.p.	385
36 S 18 h.p.	310
37 S 18 h.p.	420
37 L 18 h.p.	575
38 L 18 h.p.	645
38 S 18 h.p.	720
39 S 18 h.p.	787
39 L 18 h.p.	850
35 S 20 h.p.	435
35 L 20 h.p.	435
36 S 20 h.p.	675
37 S 20 h.p.	975
38 L 20 h.p.	875
38 S 20 h.p.	1050
35 S 24 h.p.	350
36 S 24 h.p.	550
37 L 24 h.p.	775
38 S 24 h.p.	785
48 S A.125	1650
49 S A.125	1750
49 S A.135	1900

BENTLEY

24 F 3-litre	165
25 T 3-litre	225
26 F 3-litre	298
28 F 3-litre	325
34 S 3½-litre	875
35 S 3½-litre	1225
35 C 3½-litre	1250
36 S 3½-litre	1185
37 S 3½-litre	1270
37 T 3½-litre	1385
37 C 3½-litre	1312
31 S 4-litre	250
36 S 4½-litre	1250
37 C 4½-litre	1450
37 S 4½-litre	1580
39 S 4½-litre	1875
38 F 4½-litre	1950
39 C 4½-litre	2885
39 F 4½-litre	2750
47 S 4½-litre	3550
48 S 4½-litre	4750
49 C Mk VI	4450
28 C 4½-litre	425
29 S 4½-litre	330
36 S 6½-litre	750

B.M.W.

37 S 45	225
38 S 321	525
38 C 329	575

BOND

49 T 2 h.p.	240

BRISTOL

48 S 400	1750
49 S 400	1825

BRITISH SALMSON

28 S 13 h.p.	375
38 S 14 h.p.	400

BROUGH SUPERIOR

37 C 22 h.p.	495
41 S 22 h.p.	595
36 C 29 h.p.	275
39 C 3½-litre	575

B.S.A.

34 C 9 h.p.	125
35 T 9 h.p.	150
36 T 9 h.p.	185
35 S 10 h.p.	120
36 C 10 h.p.	195
36 F 10 h.p.	195
36 T 10 h.p.	245
38 F 10 h.p.	232
39 T 10 h.p.	321
35 S 12 h.p.	250
38 S 10 h.p.	195

BUICK

35 S 28 h.p.	150
36 S 30 h.p.	280
37 S 30 h.p.	395
37 C 30 h.p.	425
38 C 30 h.p.	585
36 C 31 h.p.	300
37 S 31 h.p.	345
37 C 31 h.p.	450
38 C 31 h.p.	495
38 S 31 h.p.	525
39 S 31 h.p.	600

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40 S 31 h.p.	750
48 C 31 h.p.	2150
36 S 38 h.p.	420
39 C 38 h.p.	550
48 C 38 h.p.	2150
46 C Rdmstr	895
47 S Rdmstr	1695
48 S Rdmstr	2250
47 S 51	2850

CADILLAC

39 S V8	1175
47 S 61	2150
49 S 42 h.p.	3750

CHEVROLET

41 S 29 h.p.	625
37 S 30 h.p.	230
38 S 30 h.p.	375
39 S 30 h.p.	465
39 C 30 h.p.	512
46 S 30 h.p.	895
47 S Fltmstr	1017
48 S 30 h.p.	1175

CHRYSLER

35 S 20 h.p.	175
34 S 20 h.p.	285
39 S 20 h.p.	475
37 S 24 h.p.	295
38 S 24 h.p.	500
47 S 24 h.p.	1450
39 S 26 h.p.	395
39 S 27 h.p.	450

CITROEN

36 S 10 h.p.	135
36 S 12 h.p.	265
37 S 12 h.p.	295
38 S 12 h.p.	375
38 T 12 h.p.	485
39 S 12 h.p.	395
40 S 12 h.p.	475
37 S 15 h.p.	250
38 S 15 h.p.	400
39 S 15 h.p.	487
40 T 15 h.p.	535
46 S 15 h.p.	750
46 S 15 h.p.	757
47 S 15 h.p.	825
48 S 15 h.p.	910
49 S 15 h.p.	1135
49 S 23 h.p.	1595

CONNAUGHT

49 T 1767 cc.	1075

DAIMLER

34 S 15 h.p.	160
34 C 15 h.p.	200
35 S 15 h.p.	250
36 S 15 h.p.	295
37 S 15 h.p.	245
38 S 15 h.p.	575
38 S 2½-litre	695
39 S 2½-litre	800
46 S 2½-litre	1295
46 C 2½-litre	1150
47 S 2½-litre	1375
48 S 2½-litre	1550
48 C 2½-litre	1495
49 C 2½-litre	1825
49 S 2½-litre	1795
36 S 20 h.p.	487
36 L 20 h.p.	630
37 S 20 h.p.	650
38 S 20 h.p.	675
39 S 20 h.p.	825
41 S 20 h.p.	850
46 S 20 h.p.	865
30 T 24 h.p.	250
37 L 24 h.p.	595
37 S 24 h.p.	895
38 S 25 h.p.	650
36 C 26 h.p.	495
36 S 26 h.p.	595
47 S 27 h.p.	2550
37 S 3½-litre	775
38 L 32 h.p.	1750

DELAGE

39 S D6-75	775
35 C D8-85	325
38 C 28 h.p.	550

DELAHAYE

38 C 3½-litre	730
39 S 135m.	775
38 F 135m.	865
46 C 24 h.p.	800

D.K.W.

34 S 7 h.p.	165
34 S 8 h.p.	145
38 S 7 h.p.	195
38 S 8 h.p.	225

DODGE

38 S 26 h.p.	500
40 S 26 h.p.	525

FIAT

36 T 500	325
37 C 500	200
37 S 500	205
38 S 500	237
38 C 500	272
39 S 500	370
39 C 500	310
36 T 1100	265
38 S 1100	355
39 S 1100	425
40 C 1100	375
35 C 45	325
48 S 1100	650
37 S 1500	299
38 S 1500	395
40 C 1500	595

FORD

34 S 8 h.p.	160
35 S 8 h.p.	190
36 S 8 h.p.	210
37 S 8 h.p.	230
38 S 8 h.p.	245
39 S 8 h.p.	295
40 S 8 h.p.	345
46 S Anglia	445
47 S Anglia	475
48 S Anglia	515
49 S Anglia	575
35 S 10 h.p.	150
36 S 10 h.p.	180
37 S 10 h.p.	250
38 S 10 h.p.	295
38 T 10 h.p.	275
39 S Prefect	395
39 F Prefect	410
39 C Prefect	422
40 S Prefect	398
41 S Prefect	425
46 S Prefect	550
47 S Prefect	556
48 S Prefect	665
49 S Prefect	775
36 S 22 h.p.	265
37 S 22 h.p.	300
39 S 22 h.p.	357
35 S 30 h.p.	180
36 C 30 h.p.	265
37 S 30 h.p.	275
37 U 30 h.p.	360
38 S 30 h.p.	425
39 S 30 h.p.	445
47 S Pilot	895
48 S Pilot	972
49 S Pilot	1050

FRAZER NASH

32 T 1½-litre	225
34 T 1½-litre	295
35 T 1½-litre	350

FRAZER NASH B.M.W.

35 T 35	400
35 C 45	325
35 F 45	375
36 C 55	450
36 T 55	395
37 S 45	350
37 C 45	375
38 C 45	385
36 T 55	395
37 C 55	400
38 S 321	525
39 C 321	550
38 T 328	745
39 F 328	750
40 T 328	1100

GRAHAM

38 S 26 h.p.	190
39 S 26 h.p.	525

HANSA

39 S 1½-litre	325

HEALEY

47 T 2.4-litre	850
47 S 2.4-litre	845
48 T 2.4-litre	945
48 S 2.4-litre	975
48 C 2.4-litre	1095
49 T 2.4-litre	1225

HILLMAN

34 S 10 h.p.	186
35 S 10 h.p.	255
36 S 10 h.p.	210
37 S 10 h.p.	275
37 C 10 h.p.	311
38 S 10 h.p.	298
38 C 10 h.p.	372
39 S 10 h.p.	380
39 C 10 h.p.	415
40 C 10 h.p.	422
42 S 10 h.p.	515
45 S 10 h.p.	515
46 S 10 h.p.	580
46 C 10 h.p.	610
47 C 10 h.p.	635
47 S 10 h.p.	625
48 C 10 h.p.	780
48 S 10 h.p.	770
49 C 10 h.p.	795
49 S 10 h.p.	923
38 S 14 h.p.	295
39 S 14 h.p.	395
38 L 20 h.p.	545
36 L 21 h.p.	295
38 L 21 h.p.	595

H.R.G.

47 T 1½-litre	695
48 T 1½-litre	825
49 T 1½-litre	950

HISPANO-SUIZA

37 C 37 h.p.	750

HOTCHKISS

36 C 28 h.p.	650

HUDSON

37 C 16 h.p.	255
37 S 17 h.p.	299
38 S 17 h.p.	375
38 C 17 h.p.	386
39 C 17 h.p.	485
39 S 17 h.p.	492
40 S 17 h.p.	625
35 C 22 h.p.	185
37 S 22 h.p.	267
38 S 22 h.p.	375
39 S 22 h.p.	575
35 C 29 h.p.	200

HUMBER

37 S 12 h.p.	265
46 S Hawk	875
47 S Hawk	950
48 S Hawk	1095
49 S Hawk	1425
34 S 16 h.p.	200
39 S 16 h.p.	419
37 S 18 h.p.	575
46 S 18 h.p.	760
47 S 18 h.p.	595
38 S 21 h.p.	425
35 F Snipe	200
48 S Snipe	1185
49 S Imperial	550
49 S Imperial	1875
39 S S.Snipe	495
46 S S.Snipe	875
47 S S.Snipe	900
48 S S.Snipe	1112
49 S S.Snipe	1495
32 L Pullman	165
37 L Pullman	675
39 L Pullman	695
46 L Pullman	1095
47 L Pullman	1095
48 L Pullman	1340
48 S Pullman	1325

JAGUAR

36 S 12 h.p.	159
37 S 1½-litre	345
38 S 1½-litre	425
39 F 1½-litre	535
39 C 1½-litre	492
39 S 1½-litre	495
40 S 1½-litre	585
40 C 1½-litre	585
46 S 1½-litre	845
47 S 1½-litre	975
48 S 1½-litre	1195
49 S 1½-litre	1350
35 S 2½-litre	240
36 S 2½-litre	272
37 S 2½-litre	345
37 T 2½-litre	458
38 S 2½-litre	485
39 S 2½-litre	496
39 C 2½-litre	525
46 S 2½-litre	950
47 S 2½-litre	1075
48 S 2½-litre	1175
49 S Mark V	1700
38 T 3½/100	395
38 S 3½-litre	425
38 C 3½-litre	495
39 S 3½-litre	550
39 T 3½/100	572
40 S 3½-litre	595
46 S 3½-litre	867
47 S 3½-litre	1030
48 C 3½-litre	1350
48 S 3½-litre	1495
49 S 3½-litre	1795
49 S Mk V	1800

JEEP

47 Jeep	175

JENSEN

38 C 3½-litre	500

JOWETT

35 S 8 h.p.	155
37 S 8 h.p.	210
38 S 8 h.p.	300
39 S 8 h.p.	345
38 S 10 h.p.	210
38 S 10 h.p.	335
39 S 10 h.p.	360

JOWETT JAVELIN

48 S 1½-litre	895
49 S 1½-litre	985

LAGONDA

34 C 10 h.p.	190
35 C 10 h.p.	265
36 F 10 h.p.	300
29 S 2-litre	120
32 F 2-litre	325
34 T 16-80 h.p.	385
31 T 3-litre	225
33 S 3-litre	350
34 S 4½-litre	335
34 C 4½-litre	395
35 S 4½-litre	495
37 C 4½-litre	650
37 S 4½-litre	750
38 S V12	850
39 S V12	1372

LANCHESTER

34 S 10 h.p.	185
35 S 10 h.p.	245
47 S 10 h.p.	895
48 S 10 h.p.	995
36 S 11 h.p.	250
37 S 11 h.p.	249
38 S 11 h.p.	375
39 S 11 h.p.	378
36 S 12 h.p.	325
37 S 14 h.p.	347
38 S 14 h.p.	400
39 S 14 h.p.	535
35 S 18 h.p.	500
39 S 18 h.p.	795
36 S 20 h.p.	250

LANCIA

35 S Augusta	325
36 S Augusta	425

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37 S Aprilia	465
38 S Aprilia	575
39 S Aprilia	795
47 S Aprilia	1450
39 S Astura	1050

LEA-FRANCIS

46 S 14 h.p.	700
47 S 14 h.p.	840
48 S 14 h.p.	998
48 T 14 h.p.	950
49 S 14 h.p.	1395
49 S 2½-litre	1650

LINCOLN

40 S Zephyr	500
46 S 40	1750

LLOYD

48 T 650	395
49 T 650	450

MERCEDES-BENZ

36 T 14 h.p.	495
38 T 14 h.p.	675
38 S 20 h.p.	495
39 L 20 h.p.	600
39 C 38 h.p.	1275

MORGAN

37 T 4/4	275
38 T 4/4	325
39 T 4/4	375
48 C 4/4	600
49 T 4/4	695

M.G.

33 T Midget J	175
34 T Midget J2	195
34 T Midget J4	375
34 T Midget PA	267
35 T Midget P	285
36 T Midget P	290
36 C Midget PB	275
36 T Midget PB	295
37 T Midget TA	365
38 T Midget TA	385
39 T Midget TA	420
39 C Midget TA	495
40 T Midget TB	400
46 T Midget TC	495
46 T Midget TB	400
48 T Midget TC	675
49 T Midget TC	735
47 S 1½-litre	775
48 S 1½-litre	995
49 S 1½-litre	1150
35 S Magnette	255
36 T Magnette	235
35 T Mag'te ND	345
35 F Mag'te N	235
36 F Mag'te N	260
38 F 1½-litre	375
38 C 1½-litre	400
38 S 1½-litre	525
39 S 1½-litre	530
39 F 1½-litre	475
39 C 1½-litre	595
40 S 1½-litre	400
40 F 1½-litre	450
37 S 2-litre	360
38 C 2-litre	425
38 S 2-litre	430
39 S 2-litre	450
39 C 2-litre	525
39 S 2.6-litre	575
39 C 2.6-litre	612
40 S 2.6-litre	595

MORRIS

34 C 8 h.p.	165
34 T 8 h.p.	125
34 S 8 h.p.	110
35 S 8 h.p.	185
36 T 8 h.p.	195
36 F 8 h.p.	165
36 T 8 h.p.	175
36 S 8 h.p.	218
37 T 8 h.p.	215
37 S 8 h.p.	245
38 T 8 h.p.	267
38 F 8 h.p.	272
38 S 8 h.p.	251
39 S 8 h.p.	355
39 T 8 h.p.	365
40 S 8 h.p.	405
45 S 8 h.p.	475
47 S 8 h.p.	577
48 S 8 h.p.	650
49 F Minor	747
49 S Minor	775
34 S 10 h.p.	125
34 T 10 h.p.	150
35 S 10 h.p.	169
36 S 10 h.p.	227
37 S 10 h.p.	325
38 S 10 h.p.	372
39 S 10 h.p.	412
40 S 10 h.p.	425
46 S 10 h.p.	565
47 S 10 h.p.	695
48 S 10 h.p.	725
35 S 12 h.p.	115
35 T 12 h.p.	135
36 S 12 h.p.	150
36 C 12 h.p.	165
37 S 12 h.p.	260
38 S 12 h.p.	370
39 S 12 h.p.	382
40 S 12 h.p.	495
36 S 14 h.p.	195
37 S 14 h.p.	230
38 S 14 h.p.	365
39 S 14 h.p.	395
48 S Oxford	750
49 S Oxford	980
36 S 18 h.p.	200
37 S 18 h.p.	235
49 S Six	1175
38 S 25 h.p.	265

NASH

46 S 23 h.p.	1275
39 C Amb'sador	375

OLDSMOBILE

36 S 6-cyl	325
47 S 8-cyl	1675

OPEL

37 S 12 h.p.	195
38 S 12 h.p.	205
39 S 12 h.p.	255
37 S 17 h.p.	150
37 C 24 h.p.	195

PACKARD

36 C 26 h.p.	250
36 S 27 h.p.	275
38 S 30 h.p.	575
39 S 30 h.p.	885
36 S 33 h.p.	400
37 S 33 h.p.	425
38 C 33 h.p.	550
39 S 33 h.p.	525
37 S 24 h.p.	799
47 S Clipper	1800
48 S Clipper	3500

PEUGEOT

40 S 402B	440
40 S 17 h.p.	425

PONTIAC

40 S 28 h.p.	575
37 C 29 h.p.	280

RAILTON

39 S 22 h.p.	595
36 T 28 h.p.	195
36 S 28 h.p.	225
37 S 28 h.p.	475
38 S 28 h.p.	395
38 F 28 h.p.	550

RENAULT

49 S 8 h.p.	645
39 S 9 h.p.	365
37 S 12 h.p.	285
38 C 12 h.p.	265
38 S 12 h.p.	310
39 S 12 h.p.	360
40 S 12 h.p.	475
35 S 14 h.p.	110
36 C 18 h.p.	200
37 S 18 h.p.	295
38 C 18 h.p.	265
39 S 18 h.p.	295
39 S 26 h.p.	395

RILEY

34 S 9 h.p.	185
34 T 9 h.p.	395
35 S 9 h.p.	245
35 F 9 h.p.	256
36 S 9 h.p.	316
37 S 9 h.p.	335
34 S 12 h.p.	190
35 S 12 h.p.	257
36 S 12 h.p.	310
37 S 12 h.p.	355
38 S 12 h.p.	460
38 T 12 h.p.	495
39 F 12 h.p.	520
39 S 12 h.p.	585
40 S 12 h.p.	655
40 C 12 h.p.	575
46 S 1½-litre	900
47 S 1½-litre	995
48 S 1½-litre	1087
48 C 1½-litre	1075
49 S 1½-litre	1275
34 S 14-6	190
35 S 14 h.p.	260
35 S 15 h.p.	250
38 S 16 h.p.	460
46 S 2½-litre	925
47 S 2½-litre	1075
48 S 2½-litre	1395
49 S 2½-litre	1505

ROLLS-ROYCE

24 C 20	165
25 C 20	190
26 S 20	200
27 L 20	475
28 L 20	340
28 S 20	425
32 S 20/25	500
33 S 20/25	775
34 F 20/25	1375
34 S 20/25	895
35 S 20/25	975
35 L 20/25	990
35 L 25/30	1350
36 S 25/30	1550
37 S 25/30	1775
37 L 25/30	1750
38 S 25/30	1800
39 L Wraith	2690
39 S Wraith	2850
48 S S. Wraith	4250
49 S S. Wraith	4350
29 L Ph. I	340
31 S Ph. II	475
33 S Ph. II	650
34 S Ph. II	875
34 C Ph. II	625
35 L. Ph. II	1170
37 S Ph. III	1800
37 L Ph. III	1150
38 S Ph. III	2150
38 L Ph. III	2450

ROVER

34 S 10 h.p.	198
35 F 10 h.p.	195
35 S 10 h.p.	270
36 S 10 h.p.	290
37 S 10 h.p.	325
38 S 10 h.p.	422
39 S 10 h.p.	615
40 S 10 h.p.	595
46 S 10 h.p.	850
47 S 10 h.p.	965
34 S 12 h.p.	185
35 S 12 h.p.	285
36 S 12 h.p.	337
37 S 12 h.p.	385
38 S 12 h.p.	525
39 S 12 h.p.	565
40 S 12 h.p.	630
46 S 12 h.p.	910
47 S 12 h.p.	995
47 F 12 h.p.	1095
48 S 12 h.p.	1095
48 S 60	1375
49 S 60	1412
34 S 14 h.p.	185
35 S 14 h.p.	250
36 S 14 h.p.	350
37 S 14 h.p.	470
38 S 14 h.p.	525
39 S 14 h.p.	637
35 C 14 h.p.	595
46 S 14 h.p.	975
47 S 14 h.p.	1025
37 S 16 h.p.	395
38 S 16 h.p.	525
39 S 16 h.p.	672
39 F 16 h.p.	535
39 C 16 h.p.	625
40 S 16 h.p.	725
46 S 16 h.p.	1065
47 S 16 h.p.	1085
48 S 16 h.p.	1350
48 S 75	1475
49 S 75	1550
34 S 20 h.p.	175
38 S 20 h.p.	525
39 S 20 h.p.	775

S.S.

36 S 12	150
35 S 2½-litre	150
35 T 90	265

SINGER

34 T 9 h.p.	225
35 S 9 h.p.	140
35 F 9 h.p.	165
36 T 9 h.p.	255
36 S 9 h.p.	170
36 T 9 h.p.	295
37 S 9 h.p.	275
39 S 9 h.p.	295
39 F 9 h.p.	335
46 F 9 h.p.	475
47 F 9 h.p.	575
48 F 9 h.p.	650
38 S 10 h.p.	360
39 S 10 h.p.	435
46 S 10 h.p.	495
47 S 10 h.p.	637
48 S 10 h.p.	725
37 S 12 h.p.	175
48 S 12 h.p.	735
49 S 12 h.p.	767
34 T 1½-litre	225
36 T 1½-litre	310
49 S 1500	995

STANDARD

39 C 8 h.p.	310
39 S 8 h.p.	295
39 T 8 h.p.	300
40 T 8 h.p.	280
40 F 8 h.p.	355
40 S 8 h.p.	362
45 S 8 h.p.	425
46 C 8 h.p.	475
46 T 8 h.p.	395
46 S 8 h.p.	460
47 C 8 h.p.	545
47 S 8 h.p.	575
48 T 8 h.p.	470
48 C 8 h.p.	512
48 S 8 h.p.	575
34 S 9 h.p.	157
35 S 9 h.p.	175
36 S 9 h.p.	197
37 S 9 h.p.	285
38 S 9 h.p.	290
39 S 9 h.p.	325
40 S 9 h.p.	385
34 S 10 h.p.	110
35 S 10 h.p.	225
36 S 10 h.p.	247
37 S 10 h.p.	270
38 S 10 h.p.	283
39 S 10 h.p.	362
34 T 12 h.p.	205
35 S 12 h.p.	245
36 S 12 h.p.	215
36 C 12 h.p.	255
37 S 12 h.p.	275
38 S 12 h.p.	297
38 C 12 h.p.	325
39 S 12 h.p.	365
39 C 12 h.p.	401
46 S 12 h.p.	675
47 C 12 h.p.	685
47 S 12 h.p.	740
48 S 12 h.p.	795
48 C 12 h.p.	825
37 S 14 h.p.	265
38 S 14 h.p.	267
38 C 14 h.p.	395
39 S 14 h.p.	387
46 S 14 h.p.	625
47 S 14 h.p.	760
47 C 14 h.p.	787
48 S 14 h.p.	795
49 S 14 h.p.	812
36 S 16 h.p.	320

CLEVELAND
GUARANTEED
CLEVECOL
SERVICE TELLS
"My experience confirms their claim to be specialists in the distribution of Petrols through the Trade."
says Mr. Dealer.
SERVICE

GENUINE
SPARES

From any Timken distributor or from Service Sales Division, British Timken Ltd., Duston, Northampton.

Telephone: Northampton 4923-4. **Telegrams:** Britimken, Northampton.

Separate stocks for spares service

"The G. & M.A." Used-Car Market Report—*(continued)*.

41 S Vanguard	1025
37 S 20 h.p.	120
38 S 20 h.p.	325
40 S 20 h.p.	500
STUDEBAKER	
48 S 20 h.p.	1800
41 S 22 h.p.	650
47 S 22 h.p.	1295
48 S 22 h.p.	1900
36 S 25 h.p.	190
36 S 26 h.p.	257
37 F 26 h.p.	325
38 S 26 h.p.	395
41 S 26 h.p.	617
37 S 30 h.p.	120
47 S G'mander	1500
SUNBEAM-TALBOT	
38 S 10 h.p.	375
39 F 10 h.p.	425
39 C 10 h.p.	435
39 S 10 h.p.	525
40 T 10 h.p.	560
40 S 10 h.p.	575
46 S 10 h.p.	567
47 T 10 h.p.	698
47 S 10 h.p.	825
48 S 10 h.p.	850
49 S 80	1375
40 S 2-litre	545
40 C 2-litre	585
47 S 2-litre	890
47 T 2-litre	925
48 S 2-litre	975
48 S 90	1175
49 S 90	1327
39 S 3-litre	550
39 S 4-litre	595
40 S 4-litre	925
TALBOT	
36 S 10 h.p.	295
37 C 10 h.p.	289
37 S 10 h.p.	325
38 S 10 h.p.	425
36 C 14 h.p.	175
35 S 75	235
36 S 21 h.p.	325
36 S 105	595
36 T 110	715
34 S 3-litre	365
37 S 3½-litre	400
TRIUMPH	
34 S 10 h.p.	180
36 S 10.8 h.p.	245
35 S 12 h.p.	255
37 S 12 h.p.	285
38 S 1½-litre	365
39 S 1½-litre	425
37 S 14/60	310
38 S 14/60	395
39 S 14 h.p.	450
39 C 14 h.p.	495
46 S 1800	795
47 S 1800	900
47 T Roadster	785
48 T 1800	925
48 S 1800	1125
49 S 1800	1175
48 T Roadster	885
36 S 16 h.p.	215
37 S 16 h.p.	275
38 S 16 h.p.	365
39 S 16 h.p.	525
49 S Renown	1295
49 T 2000	1075
49 S 2000	1275
VAUXHALL	
38 S 10 h.p.	335
39 S 10 h.p.	395
39 C 10 h.p.	395
40 S 10 h.p.	412
46 S 10 h.p.	595
47 S 10 h.p.	645
34 S 12 h.p.	155
36 S 12 h.p.	290
37 S 12 h.p.	295
39 S 12 h.p.	435
46 S 12 h.p.	600
47 S 12 h.p.	675
48 S 12 h.p.	765
48 S Wyvern	850
49 S Wyvern	895
34 S 14 h.p.	145
35 C 14 h.p.	185
35 S 14 h.p.	195
36 C 14 h.p.	250
37 S 14 h.p.	325
38 S 14 h.p.	370
39 S 14 h.p.	457
46 S 14 h.p.	725
47 S 14 h.p.	800
48 S 14 h.p.	845
49 S Velox	895
49 S Velox	975
35 S 20 h.p.	140
36 S 25 h.p.	220
37 S 25 h.p.	300
38 L 25 h.p.	345
38 S 25 h.p.	375
39 S 25 h.p.	425
VOLKSWAGEN	
47 S 11 h.p.	345
WOLSELEY	
46 S 8 h.p.	575
47 S 8 h.p.	610
48 S 8 h.p.	695
34 S 9 h.p.	175
35 S 9 h.p.	175
36 S 10 h.p.	170
37 S 10 h.p.	340
39 S 10 h.p.	425
40 S 10 h.p.	440
47 S 10 h.p.	610
48 S 10 h.p.	695
35 C 12 h.p.	175
35 S 12 h.p.	195
36 S 12 h.p.	275
37 S 12 h.p.	322
38 S 12 h.p.	375
39 S 12 h.p.	430
40 S 12 h.p.	450
46 S 12 h.p.	730
47 S 12 h.p.	795
36 S 14 h.p.	300
37 S 14 h.p.	380
38 S 14 h.p.	400
39 S 14 h.p.	525
39 C 14 h.p.	495
46 S 14 h.p.	758
47 S 14 h.p.	817
48 S 14 h.p.	825
37 S 16 h.p.	400
39 S 16 h.p.	565
40 S 4/50	1225
37 S 18 h.p.	402
38 S 18 h.p.	495
39 S 18 h.p.	522
46 S 18 h.p.	850
47 S 18 h.p.	895
48 S 18 h.p.	1095
49 S 6/80	1300
36 S 21 h.p.	450
36 S 25 h.p.	340
37 S 25 h.p.	425
38 S 25 h.p.	475

M.A.A. Press for More Petrol Profit

Talks with Ministry

WHEN the subject of retailers' margin on petrol came before a meeting of the Council of the Motor Agents' Association, General Secretary **A. W. Grafton** told them that the Association were in negotiation with the Ministry of Fuel and Power on the matter.

He recalled that a case had been made some time ago to the Ministry to have the margin raised by ¼d. a gallon, and at first they had been favourable, **but since the derationing of petrol nothing had been done.**

FOR OIL SALES.—New spirally-wound pint containers introduced by Price's Lubricants, Ltd., for Energol Motor Oil are fitted with easy tear-off seals. Quart containers for gear oils are fitted with press-caps.

Recently the Association had been trying to collect figures to show how petrol dealers' operating costs had risen. While the information obtained might be sufficient to satisfy members of the M.A.A. that costs had risen substantially, Mr. Grafton considered that it might not be sufficient to satisfy the Ministry.

Everything pointed to the fact that an increase of a ¼d. in the dealers' margin would not be sufficient, and that a ½d. was now needed to cover the higher costs.

Consultations were now going on with the petrol companies individually, and each company was being sent details of the Association's case for an increase.

He explained that the situation had been complicated by the companies granting ½d. rebate, but there was reason to believe that **they were trying to arrange among themselves for this rebate to be eliminated.**

If this happened, and the dealers' margin was increased by ½d., the position would be that the additional profit would be in effect only ¼d.

One company, he said, had already stated that, if the profit margin were increased by ½d., the ½d. rebate would remain. Perhaps other companies would have to do the same thing, he concluded.

STRICTLY ENTRE NOUS

by LFJ

The brakesmen

CONSTANTLY, nowadays, one hears how the efforts of one department of the Government are frustrated and brought to nought by the restrictions imposed by another. Manufacturers are urged to increase their exports, and find they can do so by stepping-up their capacity. Promptly, another set of officials forbids them to make the necessary extensions, or take on additional labour. Cases of this kind were quoted recently in "The G. and M.A."—and what do you think of the story of the blacksmith of Staverton? If you missed reading it, the facts are that his application for a licence to work in a Nissen hut was, because of local objections, only granted for restricted hours. Besides this curfew, Sunday activities were forbidden altogether. Be it noted that this craftsman is serving farmers, who are apt to want repairs done in a hurry. The smith is prepared to work late — and the Ministry of Agriculture is calling aloud for people like him. When an inquiry was held at Daventry to consider the appeal against the decision, it was asked why he had not produced evidence of the need from the Ministry! And an official admitted that the County Planning Department would have to rely on the evidence of snoopers to enforce the condition imposed.

To-day's Justice

ONE thing in this connection strikes me very forcibly. Private enterprise can be frustrated by the planners, even though the action proposed would be beneficial to the national economy, and further cause no very serious damage to local amenities. But if the Coal Board proposes to devastate a whole countryside with opencast workings, then, seemingly, the planning authority can do nothing to stop it. Expert opinion seems to be that the value of opencast mining is dubious; also, that the land so despoiled can never be quite fully restored. Yet the Fuel Ministry is allowed its way. Clearly there is now one law for the commercial undertaking, and another and very different one for any venture by the State.

Exporters may note

A GARAGE employee writes to ask about the possibilities of obtaining a post overseas, with a concern handling British vehicles. He is a highly experienced man, of the foreman type, and moreover knows something about the sales side. In the right place he should be valuable, but the question is as to where and how to find it. Certainly it would be very unwise for him, or for anybody else, to emigrate in the hope of dropping into a suitable job. That mistake has been made by more than a few during recent years, and sometimes with most unfortunate results. Anyone who feels that he would be better off and happier abroad should make no move until sure that an opening is really waiting for him, a matter that a friend already in the country would be the most likely person to be able to arrange. Also, he should be certain he will be on the right side of the immigration regulations applying to wherever he hopes to go. In considering this inquiry, it occurred to me that it might be helpful to British car manufacturers to place more home-trained mechanics in their export markets. To have a man on the spot, who has been servicing the make for years, looks like an idea. And I judge that there would be no shortage of volunteers for such duty.

New Profits for YOU

from AC OIL FILTER ELEMENTS!

AC Oil Filter Elements are now available in quantity. You'll be able to sell them in quantity too! Our consumer advertising is backing you up, and when you check a customer's oil you'll be more than half way to making a sale!

THESE ADVERTISEMENTS BOOST YOUR SALES!

More and more motorists are asking for AC Oil Filter Elements. Place your orders today!

AC

AC-SPHINX SPARK PLUG COMPANY, DIVISION OF GENERAL MOTORS LIMITED, DUNSTABLE, BEDFORDSHIRE

The MOTOR TRADE PARLIAMENT

In which Readers Express their Views

Communications intended for the Motor Trade Parliament should be addressed to The Speaker, "The Garage and Motor Agent," 62, Doughty Street, London, W.C.1.

Flow Meters For Tankers

Sir,—Allow me to raise my hat to your Editor for his Terse Talk on "Flow Meters for Tankers." Many traders realise what an important question this is; others don't. Many months ago the M.A.A. raised this matter with the petrol companies, but dropped it when informed by the companies that no satisfactory meter was available. Objections: time of delivery was slowed down, road vibration on vehicles caused trouble with the meter, present meters very heavy, etc.

Two years ago at the Motor Show I observed a number of flow meters, made by George Kent, Ltd., of Luton. I therefore approached this firm and received a very interesting letter, which completely refuted the contentions of the petrol companies and stated that meters were in almost universal use in the U.S.A.

Secondly, I found that a small petrol distributor in this area was prepared at any time to deliver through a meter if requested. I therefore ordered 200 gallons, which was duly delivered. The time taken for the 200 to pass through the meter was exactly 7 minutes (this was a Wayne meter). My attendant upon checking the delivery with our own dip-stick said *that it was the best delivery we had received for some time.*

Thirdly, I approached an officer of Weights and Measures. He considered it a scandal that while his department is authorised by law to inspect, test and seal retail petrol pumps selling small quantities, a wholesaler selling in bulk is under no supervision at all (as regards measure) and the dip-stick is crude and antediluvian. He is hoping that a Royal Commission now sitting on the revision of the law concerning weights and measures will do something about it.

Well, there it is. My own opinion is that it is the cost of conversion which is the main reason for the petrol companies being reluctant to fit them. But, by metering *into the tanker as well as out of it*, the companies would save money and give satisfaction to retailers.

E. HAMMOND.

Manchester, 13.

[*Mr. Hammond's experience with the local firm who delivered through a meter is interesting. Have other readers similar experience which they can quote?* — The Speaker.]

Flow Meters For Tankers

Sir,—Terse Talk No. 1642. Thirty-one years of 'em, and all worthy of the title!

Flow meters for tankers (November 18th issue) are still in the blue-print stage, up on the top shelf of the petrol companies' offices, very dusty.

But the subject, from the retailer's point of view, has taken on a new angle. Competition for our custom is refreshingly brisk. Credit notes arrive unsolicited, for the painting of petrol pumps, and the benefits hinted at in return for exclusive representation conjure up visions of even a possible profit on the sale of petrol!

Our friendly relationship with the petrol representatives enables us to put it very plainly to them, "Ninety per cent. of our losses are due to short-measure deliveries. Give us good dips and you get our custom."

And you would be surprised!

SQUARE DEALER.

[*No, Sir! Not surprised by friendly relationships. Just saddened by unfriendly ones. Thank you for YOUR friendly and complimentary approach.*—The Speaker.]

"Search For Service" Scheme

Sir,—I see from your November 4th issue that the Champion Sparking Plug Co., Ltd., are attempting to give garagists a chance of making some easy money. That is extremely kind of them.

The really sensible paragraph in your article was that headed "No high-pressure."

Profit by the trend towards PIRELLI

Cash in on this *CARRILOAD* business . . .

Wise Pirelli dealers are already benefiting from the Carriload campaign now running. Regular and consistent advertising, in the Press and through the Post — these, and the recommendation of firms already using Pirelli tyres, are convincing more and more transport operators that it pays to buy Pirelli. Don't miss your share of this extra business—make a big and bold display of the new Carriload posters!

PIRELLI LTD
343 EUSTON RD
LONDON, N.W.1

PT.203

The MOTOR TRADE PARLIAMENT

Continued from page 640

This country is on the eastern side of the Atlantic and not the western. Here the customer always knows best; also, he usually prefers to spend his own money himself.

If the motorist is in need of a filler-cap or a wiper blade, presumably he is capable of asking for one.

Garagists could best be helped by pointing out to motorists that they might try to be more or less polite and not treat the person who serves them at the pumps as if he were the lowest class of salesman in creation.

It is less than a year since the private motorist was an object of the gravest suspicion at any filling station, proving only too often to be either a fool or a crook.

Thanks largely to Esso, that particular aspect of motoring is now a thing of the past. But the well-justified suspicion which garagists had for the private motorist is going to take some time to eradicate.

In my opinion, this ill-advised experiment is doing nothing to improve relations between the filling station and the private motorist—rather the reverse.

PUMP ATTENDANT.

[Mr. "Pump Attendant's" views on high-pressure salesmanship agree with "The G. and M.A.'s." But we cannot agree that the activities of a comparatively few coupon-wanglers of the rationing period should be allowed to affect garagist-customer relationship. Now, more than ever before, perhaps, there is a need for promoting good-will between all those interested in motor vehicles, and it is certainly up to garagists to do their share.—THE SPEAKER.]

Out of the Past

35 YEARS AGO. "The G. and M.A." 27/11/15.

IT is surprising why makers do not invariably mark their gears on quadrant or gate. When once one has driven a given car there is, of course, scarcely a possibility of mistake, but it is when attempting to get away on a strange car for the first time that one is inclined to tie oneself in knots of the most painful description.

20 YEARS AGO. "The G. and M.A." 22/11/30.

"LOGICAL development" is the favourite excuse given by unprofitable firms in this country for covering losses by taking up with new lines of trading about which they know little, but which appear to outsiders to be as easy to manage as kissing your hand. It is this chopping into, and chopping up of, other people's livings that is helping to disrupt the world's industries and accentuating the creeping paralysis of unemployment.

Donington Race Track

SIR,—I am afraid that Lord Brabazon is not quite right when he says that it only needed a letter from the S.M.M.T. to have got the Donington track back and because that letter was not forthcoming Donington was lost.

As a matter of fact, the S.M.M.T., in conjunction with other organisations, tried hard to persuade the Ministry of Supply to return Donington to its pre-war use, but Donington was tightly held by the Army, both as a vehicle park and because they had certain repair stations there which it would mean dismantling before returning to the owners.

However, we did eventually get a promise from the authorities that Donington would be returned to the owners by the end of 1951, although we still do not know if the owners would restore it to racing.

The S.M.M.T. had to admit that it did not require Donington as a test track, as it was by that time already developing Nuneaton. But that did not stop the effort being made to secure the return of Donington as a race track.

R. GRESHAM COOKE,
Director, Society of Motor Manufacturers and Traders.
London, W.1.

[Lord Brabazon made the statement referred to by Mr. Gresham Cooke at the Motor Trades' Luncheon Club (reported in our November 4th issue).—THE SPEAKER.]

Retailers' Profit On Petrol

SIR,—At long last I am pleased to see that the garage man is waking up and taking an interest in his business. Too long has he allowed the petrol companies and the trade in general to take away his living by taking advantage of his apathy. It is a well-known fact that the motorist can go into many wholesale houses and buy what he requires and cut out the garage.

Also I should like to know why the M.A.A. agreed with the petrol companies on the five-waggon stunt for bulk supplies. This is one of the funniest things I know of. We all know this can quite easily be overcome.

What about the existing one- or two-waggon men, who still get bulk supplies? There must be plenty of them. I know quite a few

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in my district, and they get much better terms than I do as a trader.

Then again, what about those petrol pumps in front of newsagents' shops and other trade premises?

What are the petrol companies prepared to do about these things? I find from experience that they will do nothing, not even carry out their own rules for bulk supplies as printed on the back of their invoices. These are being broken every day.

I want a company to come forward and state that they will not supply any commercial user who cannot take a minimum of 50,000 gallons yearly. If anyone wants less in their own tanks, let them pay the retail price and pass the profit on to the nearest retail trader. And if there are any bonuses to give away, let them give it in a little extra profit and make the game worth while.

I have been approached by one company to stock only their brands of petrol. Well, I can only say that if you had to print what I think about it, I should no longer remain a gentleman. If anyone is similarly approached by a company, ask them how much they are prepared to pay for the goodwill of the front. I know what the answer will be. No, it's a case of heads I win, tails you loose.

Now, Mr. Garage Man, wake up and get your back up and keep pumping these grievances at the petrol companies. In fact, make yourself a nuisance to them, as I have done for some time now. You may get a company to come forward with your interests at heart. If so, give them all the support you can.

Wakefield. J. A. H. SPENCE.

[It is a sad reflection on modern times that it so often seems necessary to "make yourself a nuisance" before a reform can be achieved. What a lot could be achieved if only each side could appreciate the other fellow's point of view a little more. I said "if only . . ."—THE SPEAKER.]

Dud Cheques

SIR,—In a Manchester bank during a Manchester motor show I saw enacted exactly the procedure as mentioned by Mr. Guilmant in his article in your November 11th issue.

It was in the days of golden sovereigns, and the bank had just opened. I do not remember the name of the firm who presented the cheque, but they were money lenders.

In order to get the cheque met, the money lender pushed forward a sovereign a time

Know Any Good Ones?

OUR annual Christmas issue, in which we let down what is left of our editorial hair, and nearly (but not quite) forget serious motor trade affairs for a week, has for many years been part of the individual character of "The G. and M.A."

This year we are not only holding our usual "party," but we are inviting our readers to take an active part as well by contributing their own spot of humour to the proceedings.

Every member of the motor industry has at least one funny true story to tell—a personal reminiscence of a queer customer—an incident in the workshop — a happening at a motor trade function. By recounting such stories in our Christmas issue, readers will help to keep the party going—and may win a prize.

Conditions are simple. Stories, which must have a motor industry flavour, must not exceed 400 words in length, and should reach the Editor of "The G. and M.A.," 62, Doughty Street, London, W.C.1, **not later than Monday, December 11th.**

To the tellers of what he considers to be the three most amusing anecdotes submitted, the Editor will award:—**1st, a bottle of Whisky; 2nd, a bottle of Gin; 3rd, a bottle of Sherry.**

The Editor's decision is final.

The MOTOR TRADE PARLIAMENT

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until he had paid in nearly £100. The last pound or two he had cashed into copper whilst he sent for more gold, paying in a few coppers to keep his place at the counter. Ultimately he was successful.

I have often told this story to bank managers and others. In their opinion it was extremely risky, as (1) the account might have been overdrawn, and during the paying-in the bank might have taken this money against their overdraft; (2) somebody else might have presented another cheque at another counter, for a slightly smaller amount, whilst the other man was still paying in; in which event the bank would have cashed the first cheque the account could meet.

COACHBUILDER.

[*The second possibility is a bit remote, I think. Not so the first one. So let all workers of the wheeze beware!* — THE SPEAKER.]

Memory Test: November 4th

SIR,—Arthur Armstrong is perfectly right, the photograph (November 4th issue) could not be that of Martin Rucker.

I knew him and he was a lean athletic type even in middle age, and often surprised onlookers by suddenly doing perfect hand-springs and somersaults.

He was a cyclist of no mean calibre in the early days and later was, of course, the live wire of the old Humber Company.

ARTHUR SALMON.

Bushey.

[*Thank you, Sir. So all we have succeeded in doing has been to establish who "the unknown" was not!*—THE SPEAKER.]

Anti-motoring Propaganda

SIR,—You dubbed my letter to the "News Chronicle," in which I appealed to the motoring industry to sell cars on safety and not on speed as "a typical piece of anti-motoring propaganda." (November 11th issue).

Perhaps you will not dismiss so lightly a similar warning, in somewhat different terms, from a former President of the Motor Agents' Association. Lord Lucas, Parliamentary Secretary to the Ministry of Transport, at a Press Conference last week, referring to the alarming increase in motor-cycling accidents said, "What I am very much afraid of is that if this trend goes on, we shall be forced by public opinion to consider seriously whether we are going to prohibit on the roads of this country any motor cycle capable of going over a certain speed."

The position is far too serious for honest criticism to be resented as "anti-motoring."

T. C. FOLEY,
Secretary,
London, E.C.4. Pedestrians' Association.

[*Mr. Foley has no seat in this House, but I am glad to afford him the opportunity of replying to "The G. and M.A." criticism of his comments.*—THE SPEAKER.]

Brolt Dynamo: Correction

SIR,—I notice that I made a slight error in my advice on the query concerning the Brolt Type E16 dynamo (November 18th issue).

In the final paragraph I stated that the machine should be "flashed" by bridging terminals D+ and D or B−. This is incorrect as the result would merely be to bridge the dynamo armature.

The symbols should read D+ and *cut-out* B+ so that the bridge momentarily shorts the cutout points and series winding, and applies battery voltage to fields and armature at correct polarity.

I should have added, perhaps—if it is not sufficiently apparent—that this should be done with dynamo belt removed, so that it is free to motor.

E. T. LAWSON HELME.

Bridgwater.

Dan Albone And Ivel

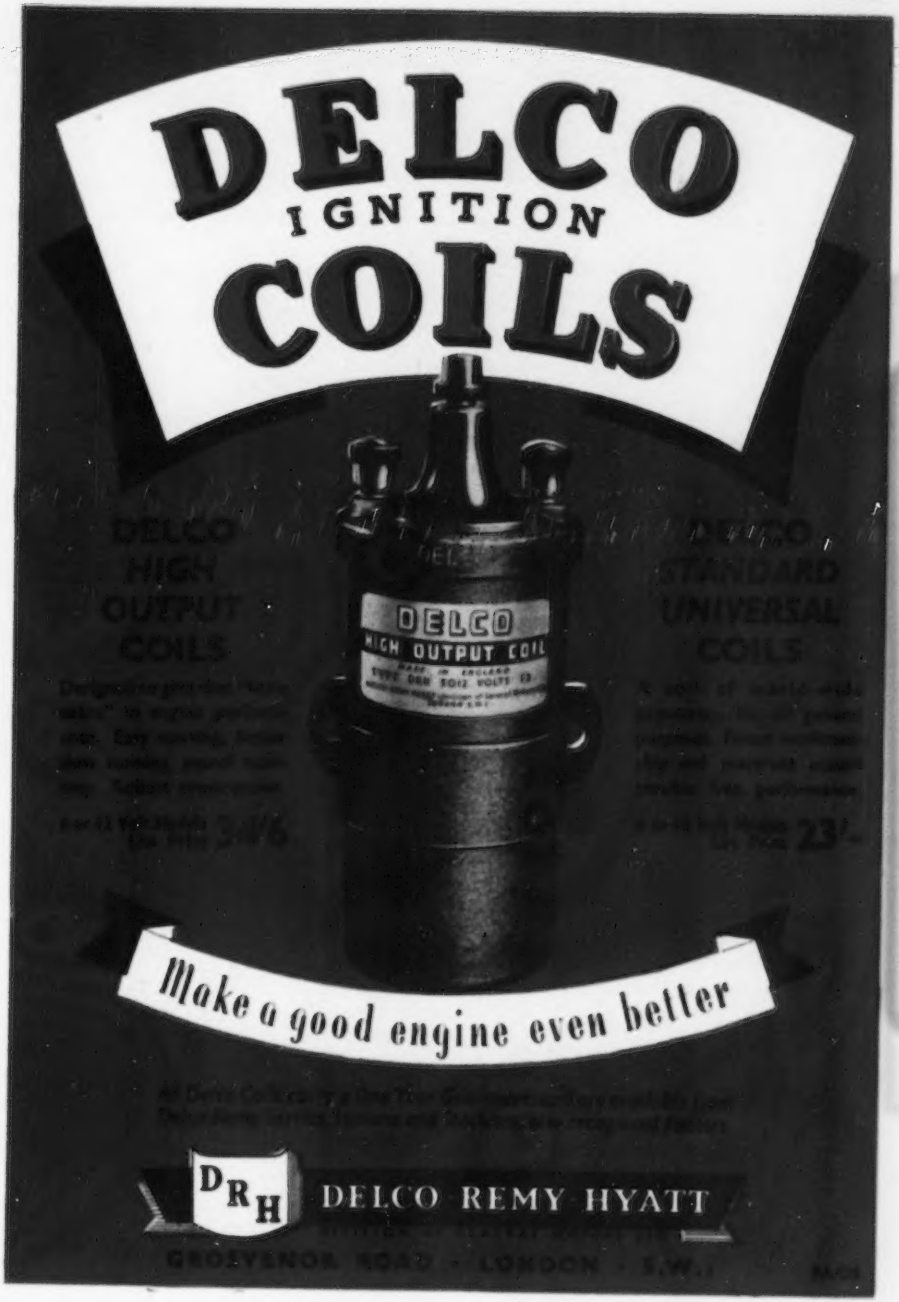
SIR,—I have before me a copy of "The British and Irish Handbook" compiled by the Motor Union of Great Britain and Ireland in which there is the following entry under Biggleswade :—

"Repairers—Ivel Motor Works (Exors. of Dan Albone), can be found on Sundays. Tel.: 'Dan Albone.' Phone: 12."

There is no date to this book, but from some of the information contained in it I should say it came out about 1909 or 1910. In any event, the price of a bed at the best hotels varied between 3s. and 7s. 6d. per night.

ASSESSOR.

[*Thank you, Sir.*—THE SPEAKER.]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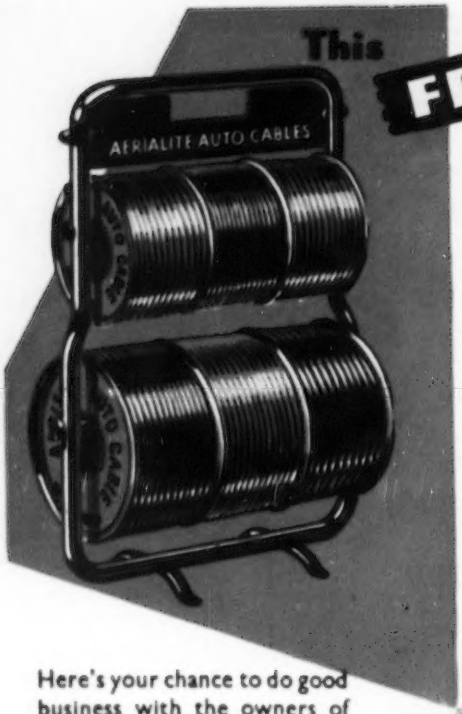

This grand-looking, portable display stand is FREE with order for cables. Not only is it a splendid asset to the appearance of any garage or service station, but it is also a first-class sales-winner for Aerialite Auto Cable — the dependable cable for lighting, charging, ignition and starting.

Here's your chance to do good business with the owners of car-radio —

These CAR AERIALS SELL ON SIGHT

There are no less than nine specially designed car aerials in the Aerialite range which include models for fitting on the roof, rear bumper, underneath the running board or to the side of the car. Retail prices range from 19/6 to 35/6.

AERIALITE LIMITED

CASTLE WORKS : STALYBRIDGE : CHESHIRE

COMMERCIAL VEHICLE & TRACTOR BUSINESS

By "Transit"

Public Works farce

RATHER an unfortunate situation developed in connection with the recent Public Works Exhibition. It calls for comment, as the same sort of thing could happen again; and the contingency is certainly one to be avoided. Briefly, what occurred was that the S.M.M.T. withheld its approval from the show, with the result that its members' products could only be staged at Olympia in such a way that they could not be identified as such.

Action taken by the exhibitors concerned was to cover up such components as power units and radiators. In one case, however, an engine was removed from a vehicle, which was provided with a pair of shafts, and otherwise equipped for horse traction!

At a business-getting exhibition, any restrictions likely to impress visitors as pettifogging are quite out of place. Still more so is any element of farce. Such things are bound to create a bad impression particularly among overseas buyers unfamiliar with the intricacies of trade organisation in this country. Admittedly, the motor manufacturers' society may encounter some very difficult problems in implementing its exhibition policy. But the writer refuses to believe that they cannot be solved in a satisfactory manner.

Shows' purpose

A regular contributor to one of the users' journals suggests that the Commercial Motor Show should be used to inform the public as to the place of road transport in modern life; the achievements of the industry, and its present problems. This writer, "Janus," normally concerns himself with politics, and one may accordingly infer that he had political considerations in mind when putting forward this idea.

It is one that seems to merit consideration by the industry. Shows, as we know them, are marts in which manufacturers display their wares, and are propagandist mainly by inference. They could be made more directly so, and without any curtailment of their primary function.

Within the last few years very great advances have been made in the science of display, and it would be far easier now to arrange a collective exhibit of a really telling character than in pre-war days. There is, too, a much stronger case for doing so than then existed.

Farmers' Boy at work

Demonstration of the capabilities of the versatile little Farmers' Boy motor cultivator and light tractor was given at the Highland Nurseries, Ripley, last Tuesday, by the distributors, G. W. Wilkin, Ltd., motor agents and engineers, Weston Park, Kingston-on-Thames.

Machines were shown hoeing with a rotary hoe, ploughing in tractor form, grass cutting with a rotary scythe, operating a water pump and a saw mill, drawing a trailer, and pulling a two-bank disc harrow.

The small single-cylinder J.A.P. engine with which the Farmers' Boy is powered showed itself quite capable of tackling these tasks.

This machine was described and illustrated in the April 22nd issue of "The G. and M.A."

Field work

A couple of years ago the Ferguson company organised a ploughing competition for agents and their employees. The third annual contest finals are on December 16th, near Coventry.

The greater part of the motor industry's business is done in the showroom and the workshop. There is an exception, however, in the case of the tractor trade. To succeed in that, on the sales as well as the service side, proficiency in the field counts for quite as much, and very possibly for even more. Practical knowledge of the land, and the ways of cultivating it, is an essential qualification for the seller of farm equipment.

NEW CAR DISTRIBUTION

Mr. Strauss, Minister of Supply, stated in the House of Commons that he had not yet received the new proposals from the motor industry to ensure a fair distribution of new cars on the home market.

He added that he hoped an announcement would be made shortly.

The MOTOR INDUSTRY'S NEWS

PAID COMMISSION "TO JUMP CAR QUEUE"

BUT JUDGE RULES "NOT AGAINST PUBLIC POLICY"

SIX-WEEKS DELIVERY PROMISE

PAYMENT of £150 commission for an introduction to provide for the quick delivery of a new car was held by Mr. Justice Donovan, in the King's Bench Division this week, not to be against public policy.

The point was raised in an action brought by Isidore David Singer, of Hill Rise, Richmond, Surrey, against Israel Fox, of Portland Court, Great Portland Street, London, W., claiming the return of £150 which, plaintiff alleged, he had paid to the defendant to procure the delivery of a new De Luxe Standard Vanguard saloon within six weeks.

Plaintiff's case was that the defendant promised to repay the £150 if the car was not delivered within the time, and he claimed the return of his money on the ground that the consideration for its payment had wholly failed.

Defendant denied that the £150 was paid to him. He maintained that it was paid to a man named Hunt, and pleaded alternatively that if the sum was paid to him it was paid for an illegal consideration and under an agreement which was against public policy.

"FRIEND IN THE TRADE"

Mr. Singer, in his evidence, said that when he met the defendant on March 2nd, 1949, the latter told him that he had a friend in the motor trade dealing with export rejects who could get the plaintiff a new car at the list price within six weeks.

Defendant required £150 for the introduction to the friend, and if the car was not delivered in the six weeks the £150 would be returned.

On the same day he was introduced to Hunt, who was a director of a motor car company, and he paid Hunt £300 as deposit for the car, which Hunt said would be delivered in six weeks. The £300 cheque was paid to the company, and plaintiff said his proof for the £300 had been accepted by the liquidator in the winding-up of the company (Hunt's).

When the car was not delivered as agreed, Mr. Singer asked the defendant for repayment of the £150. Defendant said he would repay in a month but had not done so.

Counsel said that Hunt had since been tried at the Old Bailey and was now serving a sentence of five years' imprisonment.

After defendant had given evidence denying that the £150 was a payment to him but to Hunt, his Lordship gave judgment for the plaintiff for £150 with costs, remarking that he preferred the evidence of the plaintiff.

YEAR-OLD CAR COMPARISON

It had been argued, he added, that it was against public policy that a contract of that sort should be enforced, and that it was quite wrong that people, by paying more than the manufacturer's list price, should "jump the queue."

That was another way of saying that people with longer purses would be able to buy things more quickly than people with shorter purses.

One had to remember that after a person had bought a car and signed the covenant agreeing not to sell it for a year, **he could on the day after the expiry of the year, sell the car for a premium over and above the price when new.**

That was just as much against public policy, his lordship thought, as the other matter alleged in the action. No one had suggested that it was illegal to sell a motor car the day after the expiry of the year required by the covenant.

The Judge said he could not accept the argument that because a motor car was a scarce article, someone who was willing to pay a premium for a new car was entering into a contract contrary to public policy. If he did that he would be putting the unruly horse, public policy, into a new field, and if that were to be done he preferred to leave it to a superior court.

MOTOR INDUSTRY'S NEWS

250,000th AUSTIN A40

MADE AT LONGBRIDGE THIS WEEK

On Wednesday this week, the 250,000th Austin A40 rolled off the assembling lines at the Austin Motor Co.'s factory at Longbridge, Birmingham.

The company point out that since the first A40 was produced in October, 1947, the output of this one model has averaged 1,528 cars weekly, and the present rate of production is 2,251 every week.

Of the 250,000 Austin A40's made so far, 79 per cent. have been exported, **leaving only 21 per cent. for the home market.** Of those exported, 12 per cent. have gone to the U.S.A., and 25 per cent. to Canada.

VALUE OF PUMP TESTS

During the past quarter, seven out of 168 petrol pumps tested in Kent were rejected for further adjustment, state the Kent County Council's Weights and Measures Department.

That the department protect the dealer as well as the public is shown by the following incident.

They received an urgent request from a garage proprietor to have his petrol pump tested. He complained that he was receiving short measure from his oil company, and they in turn wanted an assurance that his pump was accurate.

The tests showed that the garagist was giving his customers over-measure to the extent of 50 gallons in 500.

OCTOBER EXPORTS RISE

NEARLY £3,000,000 IN MONTH

New cars and chassis sent overseas during October totalled 36,791 units, valued at £10,776,920, compared with 26,765 units and £7,848,770 respectively during September, according to Board of Trade figures.

For the ten months to October 31st, the total of new cars and chassis exported was 332,897, valued at £96,978,247 as against 206,254 units, valued at £57,498,381, sent abroad during the same period last year.

Our best overseas customer for cars during October was Canada, who took 7,007. Australia came next with 5,317, and the U.S.A. absorbed 2,905.

New commercial vehicles and chassis shipped abroad during October numbered 22,739, valued at £9,282,441, as compared with 16,327, valued at £2,438,322, during the previous month.

The total for the first ten months of this year was 191,737 units, valued at £75,857,134, as against 130,284, valued at £51,425,875, during the first ten months of 1949.

FORD SERVICE WEEKS

Ford Exhibition and Service Weeks are being held during the week December 11th to 16th by the following firms:—

Tate of Leeds, Ltd., Leeds; **Brockholes Motor Co., Ltd.**, Huddersfield; **Halifax Motor Co., Ltd.**, Halifax; and **Verulam Motor Co., Ltd.**, St. Albans.

BATTERY AGENTS' DANCE.—Some of the 400 motor and radio traders from Leeds and district, together with friends and relatives, attended a dance and cabaret given by Chloride Batteries, Ltd., makers of Exide batteries, at Leeds recently. The guests were welcomed by Manager W. Nutter, of the Exide Leeds depot.

MOTOR INDUSTRY'S NEWS

ARE MOTORISTS CRIMINALS?

REGULATIONS WHICH TRAP THEM

Legal pitfalls which render the motorist liable to prosecution for breaches of the many regulations with which he is surrounded, were outlined in a crisp, witty vein by Mr. Connolly Gage, M.P. for South Belfast, in London last Tuesday.

He was giving a talk on "Is the Motorist a Criminal?" to some 80 members and guests of the Metropolitan Region of the Institute of the Motor Industry, Inc., at their first dinner-lecture of the new session.

Mr. Gage, who is a barrister and also a motorist, gave as his opinion that every driver of a car could not avoid at one time or another being a criminal by committing a breach of some regulation.

Apart from the more serious offences, such as stealing a car or dangerous driving, there were among others, penalties for exceeding the speed limit in built-up areas, obstruction, forgetting to renew licences and third-party insurance, driving an unroadworthy vehicle, and non-observance of the Highway Code at pedestrian crossings.

Again, there were the ramifications of the covenant to be observed, as well as the pitfalls relative to the dealing in cars under high-purchase agreements.

During question time Mr. Gage cleared up the point relating to a car upon which there is a Bill of Sale. **In the event of the car being sold, he said, the title passes to the purchaser.** The person who took out the Bill of Sale on the car is liable for the amount of money he raised and the grantor of the Bill has no claim on the car.

Before beginning his talk, Mr. Gage presented the following certificates:—A.M.I.M.I.—**D. J. Baker** and **E. Lang**. Associates.—**H. G. Anton, W. Cornell, R. H. Dipple, B. T Grogan, A. C. Heartfield, R. F. Philpot, A. Price, R. Worth.** Student.—**D. Foden.**

In the unavoidable absence of the Regional Chairman, **J. C. Hayman**, Deputy Chairman **F. E. Theobald** presided.

With the expiration of the lease on their former premises, **Patmore's Motors**, commercial vehicle parts stockists, have moved from 240-4 to 246a, King Street, Hammersmith, London, W.6. Their telephone number (Riverside 1153) remains unchanged.

DISPOSAL OF U.S. CARS

BROUGHT HERE FOR MOTOR SHOW

Under a special arrangement for the 1950 Motor Show, eleven importers were allowed to bring in 60 United States cars of 16 different makes for display, stated Mr. Bottomley, Secretary for Overseas Trade, in a written Parliamentary answer.

With regard to their disposal, Mr. Bottomley said that import licences for these U.S. cars were granted on the understanding that **the importing agents would dispose of as many of the cars as possible to persons able to pay in dollars or other hard currency.**

It was also stipulated that as much of the balance as possible should be absorbed within the agents' organisations or sold to persons (e.g., doctors) who in the national interest should have them. **A year's covenant against resale had to be obtained for all cars sold.**

OIL PRODUCTION SHOW

An exhibition entitled "This World of Oil" is at present being held at the Central Library, Walpole Park, Ealing, London, W.5. It is open daily from 9 a.m. to 7 p.m., except Sundays, and will close on December 2nd.

The exhibition has been specially arranged by experts from the Anglo-American Oil Co., Ltd., who have also supplied the catalogues and a bibliography on the subject.

The display consists of many photographs, charts, maps, pictures, diagrams and several models showing the many details of the production of products and by-products of oil.

CAR SEAT COVERS

As certain car manufacturers have made alterations in the seating arrangements of their 1951 models, Brown Brothers, Ltd., Great Eastern Street, London, E.C.2, point out that from now on it will be necessary for dealers to state, when ordering Coronet car seat covers, whether they are wanted for a 1950 or a new 1951 model of the following makes:—

Austin A40, Austin A70, Armstrong Whitley, Humber Super Snipe, Singer 1500 and Triumph Renown.

107 m.p.h. for 24 hours!

MONTLHERY

Leslie Johnson and Stirling Moss driving

JAGUAR

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DEPENDABLE

CHAMPION

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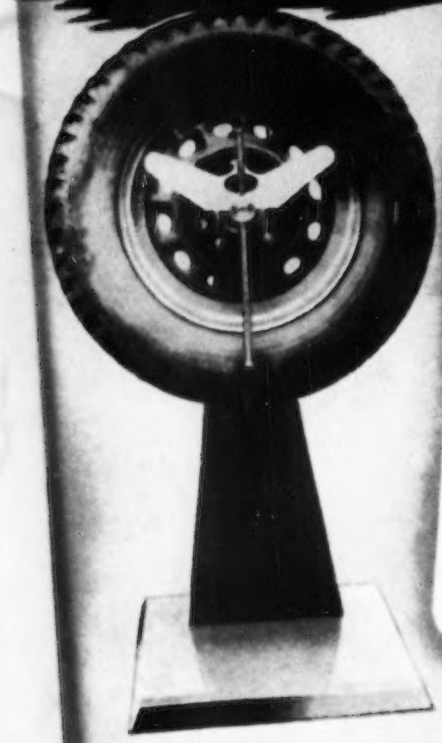
Fitted Exclusively in all JAGUAR CARS

Price 5/-

CHAMPION SPARKING PLUG COMPANY LIMITED, FELTHAM, MIDDLESEX

Is Wheel balancing necessary ?



Without question with I.F.S. vehicles, accurate wheel balancing is vital. Hundreds of specialists inspected this new equipment at Earls Court, and our Demonstration Models of static and dynamic unbalance, and agreed that the new Bradbury machine did everything necessary, quickly, accurately and cheaply. It reduces tyre and steering wear, and gives a perfect "ride".

Adopted by the Goodyear Tyre and Rubber Company (Great Britain) Limited for all their Depots.

Send today for full details.

BRADBURY WHEEL BALANCER

JOSEPH BRADBURY & SONS LTD
BRAINTREE ★ ENGLAND

Available from All Authorized Equipment Distributors

MOTOR INDUSTRY'S NEWS

STOCKISTS FETED.—Raybestos stockists at the dinner given in their honour by Raybestos-Belaco, Ltd. Story on this page.

WAKEFIELD GOLD MEDAL

1950 ESSAY COMPETITION

Subject of the Lord Wakefield Gold Medal Essay Competition, 1950, is **"The Return to Competitive Trading as Applied to Sales and Service."**

The competition is open to all fellows, members, associate members, associates, graduates and students of the Institute of the Motor Industry, Inc. The closing date for entries is January 31st, 1951, by which date all essays must be sent to the Secretary, I.M.I., 40, Queen's Gate, London, S.W.7.

A Gold Medal will be awarded for the winning essay and silver replicas for the next two in order of merit.

T.R.T.A. IN SOUTHAMPTON

NEW SECTION FORMED

Traders' Road Transport Association, the national organisation for C-licence holders, recently formed a Section in Southampton in response to a request for Association facilities in that town.

At the inaugural meeting of the Southampton Section, **B. C. Wren**, Pirelli General Cable Works, Ltd., Southampton, was appointed Chairman, and a small Committee elected.

Other Sections of the Association are to be formed in Portsmouth and Bournemouth, and it is probable that these will be grouped under a South Coast sub-area, functioning under the London and Home Counties area.

GET-TOGETHER DINNER

RAYBESTOS STOCKISTS ENTERTAINED

Raybestos stockists from all parts of the country, together with representatives from the Continent and Dominions, were entertained at a private dinner party by Raybestos-Belaco, Ltd., at the Trocadero Restaurant, London, recently.

The idea of this annual function, originally inaugurated by their Chairman **"Bill" Saunders**, is to get stockists of Raybestos products to meet each other and the company's directors and executives socially when most of them are in London for the Motor Show.

In extending a cordial welcome to the guests, the Chairman remarked upon the big attendance, and recalled how the idea of this annual gathering started many years ago with a little band of six.

Alan Baker, on behalf of his fellow guests, thanked the Chairman and company for the enjoyable evening and entertainments provided, and he was followed by **R. Berggren**, of Sweden, who spoke for the export contingent. (Picture above.)

UTILITY C LICENCES

EXEMPTIONS BEING CONSIDERED

Mr. Barnes, Minister of Transport, stated, in a written answer to a question in the House of Commons, that he was giving consideration to the desirability of exempting dual-purpose vehicles from the need for C carrier's licences **when used by doctors, veterinary surgeons or dentists in the normal course of their professional duties.**

MOTOR INDUSTRY'S NEWS

TYRE PLAN AMENDMENTS SUGGESTED BY M.A.A.

RECOMMENDATIONS ON DIVISIONAL PROPOSALS

14 POINTS DISCUSSED

SUGGESTIONS received from Divisions of the Motor Agents' Association for amendments to the Tyre Plan were considered at a meeting of the Council.

The suggested amendments, the recommendations of the National Executive Committee and the Council's decision on each were:—

1.—Class 6—car tyre distributor—should not be permitted to make retail sales.

The N.E.C. supported this proposal but was of opinion that it would be very difficult to bring about such a change. The Council approved.

2.—M.A.A. representation on regional panels should be stronger.

The N.E.C. was not entirely in support of this. For one thing the other organisation would no doubt want their representation strengthened. There were only five regional panels covering the country, some of them covering more than one divisional area. The N.E.C. thought that it should be made possible for divisional secretaries or chairmen from adjoining divisions to appear at panels when cases from their areas were being considered. The Council agreed.

3.—The M.A.A. to have a chance of vetting applicants before they were included in the Tyre Trade Register.

The N.E.C. thought this reasonable and the Council agreed.

4.—Qualification for inclusion in the Tyre Trade Register should be tightened and enforced.

The N.E.C. recommended this and the Council agreed.

5.—All deliveries should count against qualifying stock orders, whether they formed part of the q.s.o. or were supplementary orders.

The N.E.C. supported this suggestion. The Council agreed.

6.—Discounts should be increased.

The N.E.C. was opposed to this proposal. The Council agreed with the N.E.C.

7.—The annual period should start on January 1st each year.

It was pointed out that at the moment the period started on June 1st, which was the middle of the selling season. After several councillors had expressed varying views on this proposal, the Council agreed with the N.E.C. recommendation that it be left with the Association's representatives on the T.T.J.C. to discuss the matter.

8.—Criticism of panels dealing with faulty tyres centred on a proposal that each manufacturer should deal with his own claims.

The N.E.C. opposed this suggestion, and the Council agreed.

9.—Factors and other distributors refused to supply service dealers on the ground that their profit margin was inadequate.

The view of the N.E.C. was that it was only natural that distributors should be reluctant to let tyres go to service dealers when supplies were short. Even people in the M.A.A. did not always supply the trade when supplies were short. The Council agreed with this.

10.—Tyre houses receive preferential deliveries.

The N.E.C. proposed to raise this matter at the T.T.J.C., and to this the Council agreed.

11.—Change in rule 25. The 75 per cent. rule to be amended to allow traders who are associated in business to purchase from one of their groups. (Traders grouping to set up as distributors.)

The N.E.C. was of opinion that this proposal would mean that members of the trade could set up tyre houses and arrange collective buying. It was opposed to such a move. The Council agreed.

12.—Manufacturers should execute q.s.o.s before executing supplementary orders.

This proposal the N.E.C. did not support, but if there was any evidence that it would be helpful the N.E.C. would be prepared to re-examine it. Agreed.

13.—Strong opposition to the proposal of the N.T.D.A. to eliminate the service dealer category.

The N.E.C. and the Council approved.

14.—A new joint service dealer category should be established handling giant and car tyres with a stocking qualification of £700, the dealer to have the option of deciding the proportion of cars to giants on his qualifying stock order.

The Council agreed that the proposal should be carefully examined.

They have been WARNED....

Over the last few winters the anti-freeze habit has been gaining ground. We have warned the motoring public that no engine is safe without Bluecol. This year our advertising will be even more direct, more convincing, more widespread. We shall warn the motorists everywhere not to wait for mid-winter. Some of the most damaging frosts are in the autumn. See that your stocks are adequate, if not . . . .

. . . . Order Now

SMITHS BLUECOL

The SAFE Anti-Freeze

SMITHS MOTOR ACCESSORIES, LTD., CRICKLEWOOD WORKS, LONDON, N.W.2.
THE MOTOR ACCESSORY DIVISION OF S. SMITH & SONS (ENGLAND) LIMITED.

MOTOR INDUSTRY'S NEWS

PERSONAL ITEMS

C. Atkinson (Tyres), Ltd., of Newcastle-on-Tyne, have appointed **L. T. Woods**, who has been their Northumberland representative for the past ten years, as Manager of their new depot in Victoria Road, Darlington. The company have taken over these

L. T. Woods.

J. L. Wyer.

premises from L. H. Hutchinson and Co., Ltd., for conversion into a tyre depot.

John L. Wyer has been appointed Development Engineer for both Lagonda and Aston Martin cars. He will continue to act as Competition Manager for Aston Martin, Ltd. Before being associated with the David Brown Group of companies, Mr. Wyer was a Director and General Manager of the Monaco Motor and Engineering Co., Ltd.

G. Keith Drew.

G. Keith Drew has relinquished his appointment as General Sales Manager of Frigidaire (Division of General Motors, Ltd.), to become Director and General Manager of Turner and Co. (Glasgow), Ltd.

Frederick Smith, F.Inst.T.A., M.Inst.T., has been elected Deputy President of the Institute of Traffic Administration.

After 12 years as Sales Manager of Dry's Garage, Ltd., Kenton, **"Bob" Scott** is starting business on his own account at Stewley Cross Filling Station, Ashill, Som.

ROAD HAULIERS' BILL

LORDS DEFEAT FOR GOVERNMENT

When **Lord Lucas**, Parliamentary Secretary to the Ministry of Transport, speaking for the Government, asked the House of Lords to reject the Transport (Amendment) Bill, when it was given a second reading this week, he argued that it completely wrecked the Transport Act of 1947.

The Bill, which was introduced by Lord Teynham, **proposed to extend from 25 to 60 miles the radius in which hauliers could operate without a permit.** It also stipulated that vehicles owned by the Road Transport Commission should be licensed on the same basis as private operators.

The Bill was impossible of operation, Lord Lucas said, as it jettisoned the interests of the taxpayer in favour of sectional interests.

The principal Act gave the Transport Commission a monopoly of long-distance haulage with certain exceptions.

So far, 2,700 concerns with 40,000 vehicles, had passed into the Commission's ownership at a price, when outstanding valuations were settled, of £70,000,000.

At present there were 51,000 holders of A and B licences operating 119,000 vehicles, **so if the Bill was passed, they would be able to compete with the Commission's 40,000.**

Several Peers spoke in favour of the Bill, among them being Lord Rochdale, who pointed out that a poor service could easily lose more than £70,000,000.

On a vote being taken, the Government were defeated by 65 votes to 32.

CAN YOU HELP THEM?

Kingston Hill Motor Works, Ltd., Kingston Hill, Surrey, want to get in touch with any motor firm in their neighbourhood who may have waste oil for disposal.

The company, who use this oil for heating, will collect it from local trade friends. Their telephone number is Kingston 3116.

We have received an inquiry for the name of a firm, other than the Rover Co., who are manufacturing a detachable metal top for fitting to the Land-Rover. If any of our readers happen to know the name and address of this firm would they kindly send the information to "The G. and M.A." Information Exchange, 62, Doughty Street, London, W.C.1.

Introducing—

2 Great New Car Polishes

THERE ARE BIG SALES HERE FOR YOU—***that carry profit and prestige too!*** These polishes have been specially evolved by I.C.I. They are completely *new* and *far better* than any you've tried before!

I.C.I. polishes are easier and quicker to use. They give a brilliant glass-like surface, rain and dust resisting, that lasts longer than that obtained by any other polish. For any car they are today's finest preservative of 'that showroom finish'.

You'll find I.C.I. polishes a successful best-seller, backed by strong advertising, and free literature and display material. Write now for full details to the sole distributors:

THE RAWLPLUG PAINT CO.,
CROMWELL ROAD, LONDON, S.W.7

I.C.I. WAX POLISH for brilliant long-lasting wax polishing. Retails **5s.** per tin.

I. C. I. LIQUID POLISH Quick, easy general purpose polish. Retails **3s. 3d.** per tin.

MOTOR INDUSTRY'S NEWS

BULK STORAGE OF PETROL

SUB-COMMITTEE SET UP TO DEVISE QUALIFICATION SCHEME

During the recent Council meeting of the Motor Agents' Association, Deputy President **S. M. Caffyn** told delegates that the Oil Consumers' Council had set up a Sub-Committee, on which he had been included to go into the question of qualifications for consumers' bulk storage of petrol.

This Sub-Committee, he added, would try to devise a scheme which would be satisfactory to all sides.

In his view there was something to be said for making the arrangements more specific about the number of qualifying vehicles, particularly farm machinery such as combines.

Incidentally, he thought it was a matter of great interest that this Sub-Committee had been set up. **It was something in the nature of arbitration in trade matters between different sections of the trade meeting together under the ægis of a Ministry—** a procedure which had never before been attempted.

He would report the result of the negotiations to the Council in due course.

The Manchester depot of **Gandy, Ltd.**, manufacturers of belting and brake linings recently moved from 4, Wood Street, to larger premises at 19-23, York Street, off Charles Street, Manchester, 1. Tel., Ardwick 2998. The staff remains the same, with **C. C. G. Atkinson** as area Manager assisted by **H. F. Bescoby** and **A. V. Perkins** as technical representatives.

PRIZES FOR APPRENTICES

SOUTHAMPTON START SCHEME

Southampton Section of the Motor Agents' Association are giving each year book prizes of a total value of £5 to the three best all-round motor trade apprentices of the year.

The awards are judged partly upon the University College reports of their day release classes, and partly upon reports from their employers.

The value of the prizes are 10s. for first year students, £1 5s. for second, and £2 5s for third. There is also an additional prize valued up to 7s. 6d. for award to the best boy on the pre-senior course.

The Southampton 1950 session prize-winners were: 1st year, **Michael J. May**, of South Hants Motor Co., Southampton; 2nd year, **Frank E. Drayton**, of Station Garage, Eastleigh; 3rd year, **Dennis E. Trenberth**, of Wadham Brothers, Ltd., Morris House, Southampton.

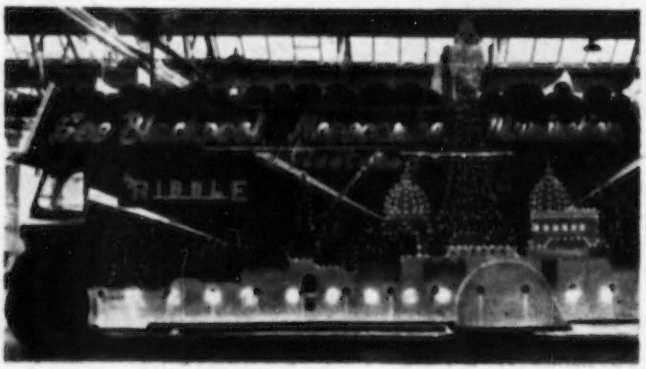
Portsmouth Section of the M.A.A. are also arranging to put a similar scheme into operation this year.

NEW VEHICLES REGISTERED

Figures just released by the Ministry of Transport show that 8,399 new cars were registered in August for the first time, making a total of 84,386 new cars going into the home market from January 1st up to the end of August this year.

The number of new goods vehicles registered in August was 6,116, bringing the total for the first eight months of this year to 63,294 new units.

There were 3,805 agricultural tractors in the 5s. class registered during August, the total for the first eight months being 28,925.



ALL LIT UP.—To advertise the illuminations at Blackpool, Fleetwood and Morecambe, Ribble Motor Services, Ltd., made up this special publicity vehicle equipped with 32 Exide batteries to power the lights. Altogether 1,767 bulbs were used.

MOTOR INDUSTRY'S NEWS

What's On

MOTOR AGENTS' ASSOCIATION

Nov. 28th.—West Midland Division dinner, 7.15 p.m. for 7.45 p.m., Grand Hotel, Birmingham.

Dec. 7th.—Western Counties Division dinner-dance at Bristol.

INSTITUTE OF THE MOTOR INDUSTRY

Dec. 4th.—Croydon Centre dinner-lecture, 7 p.m., Aerodrome Hotel, Purley Way, Croydon. Dunlop film "Endurance" will be shown. Speaker, G. R. Dexter, M.I.M.I.

Dec. 13th.—Sussex Region lecture-meeting, Brighton Technical College, Brighton. Talk on "Some Impressions of Service Problems in the U.S.A. and Canada," by a representative of Humber, Ltd.

BENEVOLENT FUND

Nov. 30th.—Southampton Centre annual general meeting and film show, Polygon Hotel, Southampton.

Nov. 30th.—Hants, S. Wilts and Dorset Centre annual meeting and film show, Polygon Hotel, Southampton.

SMITHFIELD SHOW

Dec. 4th to 8th. — Smithfield and Agricultural Machinery Show at Earls Court, London. Organisers, The Smithfield Show Joint Committee, 148, Piccadilly, London, W.1.

EDINBURGH I.M.I. MEETING

On Thursday evening this week, a talk on "The Costing and Charging of Motor Vehicle Repairs" was given by **Walter Boyle, F.I.M.I.**, to members of the Edinburgh Region of the Institute of the Motor Industry, Inc., at a meeting in Edinburgh.

ROLLS-ROYCE SHARE ISSUE

Rolls-Royce, Ltd., are issuing 383,333 ordinary shares of £1 each to stockholders on the register on November 17th, in the proportion of one new share for each complete £3 stock held, at the price of £3 15s. a share.

The new shares, when fully paid, will rank pari passu with the existing stock, except that they will not be entitled to the extraordinary interim dividend of 10 per cent., less tax, declared on November 17th, and payable on December 30th.

REST OF THE NEWS

:: :: **Lighting-up Times (Greenwich): Saturday, November 25th, 4.30 p.m. Saturday, December 2nd, 4.24 p.m.**

:: :: **Advisory Committees' Dinner.** — Triplex Safety Glass Co. entertained over 30 members of the Joint Advisory Committees from their King's Norton and Willesden factories at a dinner in Birmingham recently. Assistant Managing Director Arthur Cochrane took the chair.

:: :: **100,000 Ploughs in 3½ Years.** — The 100,000th Ferguson plough produced by Rubery Owen and Co., Ltd., since they started making them 3½ years ago, was completed at the Rubery Owen factory at Darlaston on November 22nd.

:: :: **Bath Dinner-Dance.** — Nearly 150 local dealers attended the recent inaugural dinner-dance held in Bath by the Benevolent Fund's new local board. The toast to the Fund was proposed by Mr. I. J. Pitman, M.P. for Bath, and responded to by the General Secretary, C. W. Cudlipp.

:: :: **British Car Wins U.S. Award.**—An Aston Martin DB2 won a coachwork award in the recent S.C.C.A. Concours d'Elegance held at Watkin's Glen, New York.

:: :: **Wider Buses in Use.**—The Minister of Transport stated in Parliament that up to October 31st last, over 2,800 of the wider vehicles (buses and coaches up to 8 ft. in width) had been granted certificates of fitness.

:: :: **Reducing Interference.**—To reduce interference with television reception, all petrol-driven vehicles owned by British Transport regularly operating within the range of television stations are to be fitted with suppressors.

:: :: **Winchester Service Week.** — Will Short, Ltd., 2-4, St. Cross Road, Winchester, distributors for Rootes, are holding a special Service Week from November 27th to December 2nd. In addition to the attendance of service technicians, eleven manufacturers are displaying their products.

:: :: **Ban on Motor Horns?**—In answer to a question in Parliament, the Minister of Transport refused to consider the introduction of legislation making it a penal offence for a motorist to use a motor horn. He saw no reason to depart from the practice of barring its use during certain hours of the night.

TORTUOUS TALKS on TRADE TOPICS

by "Thansi"

Illustrated by "Betts"

Garagists! Are you really on your service toes?

A search of my own

GENTLEMEN, be seated! Gosh, for the moment I mistook you for the Kentucky Minstrels. So... about that, but do be seated, because you must be tired. Rest a bit and listen to honeyed words.

I've been carrying out a searching test, entirely at my own expense, for several months. It took place in an area bounded by Stirling, Moffat, Maryport, Hoylake, Aberdovey, Reading, Farnborough and Brownhills. Spots like London, Liverpool, Chester, Birmingham and Manchester are thrown in as makeweight.

Yes, *I* wanted to see if you blokes were really on your toes, and go-getters for business. My car was specially prepared. A platoon of angry rats had a go at the bodywork. Panel-beaters and power-press operators weep when they see the result. I left all the sparking plugs at home, also the carburetter jet, the offside rear axle shaft and the crown wheel. There were no tyres on the back wheels and the radiator was in the rear locker. This, I felt, gave scope to the *really* keen repairman.

This, I felt, gave scope to the really keen repairman.

I was never pestered

Being old fashioned, I can report with the *greatest* of satisfaction that *I was never pestered by any garagist or attendant.* But every one of you gave the few services I needed on demand. A new cover was fitted by one garage while I had tea next door. Another is ready to go on (at *my* convenience, you'll note). One attendant in Windermere, to whom I handed *two* one pound notes in mistake, returned the surplus. That kind of service counts, too, lads.

I also spent over three weeks in the thickest of London traffic and never saw an accident. True I found a spot in Piccadilly Circus where the night lighting makes it appear as if the passing cars nearly all have their back panels pushed in. But it is an illusion, fortunately.

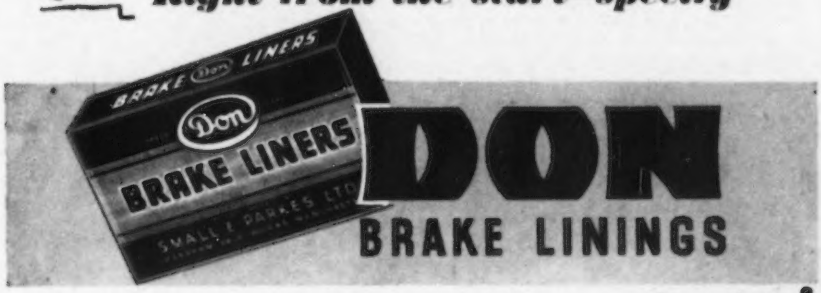
I also drove hundreds of miles in the suburbs and on arterial roads at peak traffic hours, and never saw an accident. I saw new cars, and I saw old cars that I thought were kept only by Veteran Car Club members! I fol-

IN THE CAUSE OF SAFETY.

service with a smile

We take pride in the service offered by each of the DON Depots. Facilities for the re-lining of brake shoes and clutch plates are available, together with full stocks of Don Brake Linings, Don-Flex Clutch Discs and other Small & Parkes products.

Right from the start—specify



to stop!

SMALL & PARKES, LIMITED, MANCHESTER, 9.

LONDON: 18, HIGH STREET, WIMBLEDON, S.W.19. Also at Belfast, Birmingham, Blackburn, Cardiff, Carlisle, Chester, Coventry, Edinburgh, Exeter, Glasgow, Hull, Leeds, Leyton, Liverpool, Manchester, Newcastle-on-Tyne, Nottingham, Sheffield, Southampton, Stoke-on-Trent. DB140

lowed them up and down Bayswater, aye, and round the Marble Arch and far beyond. And still I never saw an accident. Moreover, I never saw a *really* close shave, in spite of studying rush-hour traffic in the City.

True, I saw mad pedestrians who sorely taxed the motorist. I saw cyclists in Sunday night's heavy Great West Road traffic with no reflex lights and in the main road. The special cycle tracks were almost empty.

But that supposedly terrible lethal weapon, the derelict-unsafe-to-drive car was either absent or in the hands of nifty drivers. Or you'd been busy.

No axe to grind

My observations are unsought—I've nothing to sell you, and no favours to ask. They were carried out for my own edification and depend on no axe-grinding statistics. They are not inspired by politics, the police, nor an educational or business-getting urge. Nor because I was asked to do it.

Nobody meets wider extremes of traffic than I do, because I regularly drive in both the city and in the wildest of remote country. I'll admit nipping out of Morecambe an hour or two before the lights were on, because one of the staff had described a six-mile queue the previous evening. But I was in a three-mile queue passing over Queensferry Bridge into Wales. Three days later, in the middle of a weekday morning, I drove eleven miles and never saw a car.

Such contrasts in traffic lead to possibilities of accident that have nothing whatever to do with the mechanical condition of cars. But they may affect drivers of vehicles, cyclists and pedestrians, and lead to the taking of risks that end in accidents.

This was neatly shown up at Earls Court by the R.S.P.A. A middle-aged Liverpool driver sat in their reaction test-rig. I watched the operator catch him out beautifully by asking, at the crucial moment, what car he drove. The "driver" turned his head to say "Riley" and delayed his actions by a good 50 per cent. But a boy I saw a few hours later was like a terrier after a rat. He obtained an excellent reaction figure.

The result of all this? Well, I for one, think the decrepit old car theme is being flogged unmercifully by axe-grinders, and main issues clouded. Now you think for a bit while I remove all the con rods and the off-side front wheel. Who knows, one of you may spot there's summat wrong.

For the Garagist's Bookshelf

Unless otherwise stated, the Publishing Department of "The G. and M.A." will be pleased to obtain and forward any book mentioned in these reviews on receiving price where given.

Automobile Electrical Equipment.—First published in 1933, this useful volume now appears in a completely revised fourth edition, which deals with such matters as radio interference suppressors, sealed-beam headlamps and fluorescent lighting. In addition, it covers dynamos, starting motors, batteries, lighting, ignition and other items of electrical equipment. Written by A. P. Young, O.B.E., M.I.E.E., M.I.Mech.E., and L. Griffiths, M.I.Mech.E., A.M.I.E.E., the book first deals with the fundamental principles governing the operation of each item of equipment before giving practical details of the equipment itself. "Automobile Electrical Equipment" is published by Iliffe and Sons, Ltd., price 25s. 8d. post free.

T.T. Tales and Other Stories.—This collection of stories and articles by more than 60 famous racing motor cyclists has been compiled largely from the "T.T. Special," the motor cycling newspaper published during T.T. week and the days of practising that precede it. Edited by G. S. Davison, the stories all deal with various aspects of the Tourist Trophy motor cycle races in the Isle of Man. Published by the "T.T. Special," it is priced at 9s. 9d. post free.

EDISWAN
BATTERIES

—FOR THE HOME

For houses away from the grid there is no lighting method so dependable and completely trouble-free as lighting by EDISWAN Stationary Batteries.

—FOR THE CAR

Ediswan Batteries are renowned for high performance at low cost.

Works: Ponders End, Middlesex

THE EDISON SWAN ELECTRIC CO. LTD.

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Branches in all principal towns

BL.72

Motor Trade Commercial Report

COUNTY COURT JUDGMENTS

THE returns given below have been obtained from the Registry of County Court Judgments. The Register does not differentiate between actions for damages and those for debts, or otherwise show in any case the nature of the dispute which may have made reference to the Court for its decision desirable. Also, it is not known whether the judgments have been satisfied at this date of publication, but in many instances the amounts may have been settled between disputants and paid. Further, the persons sued may have been acting for the defendants in representative capacities, and the claims may not have been against them personally; alternatively, the proceedings may have been personal matters unconnected with the businesses whose addresses have been used.

Abbotsvale Garage, Ltd., Abbotsmead, Barrow-in-Furness. £99 7s. 11d. Oct. 19.

Aysgarth Motor Co., Ltd., 7A, Aysgarth Rd., Leeds, 9. £25 6s. 2d. Oct. 12.

Barace Motor Co., Front St., Annfield Plain, Durham, mechanical engrs. £21 18s. 8d. Oct. 12.

Car Body Repair Works, Northam Rd., Bideford, Devon. £12 5s. Oct. 20.

V. Chard, Pulham Garage, Pulham, Dorchester, garage propr. £11 4s. 2d. Oct. 24.

J. G. Collier, 55, Fye Hill Rd., Jacksdale, Nottingham, motor mechanic and driver. £18 16s. Oct. 11.

W. H. Coulson, 75, The Greenway, The Hyde, N.W.9, motor engr. £14 10s. 3d. Oct. 2.

A. Crump, Quirrel Bank, Woodberry Ave., Strouden Park, Bournemouth, motor trader. £13 3s. Sept. 21.

R. G. Daniel, Oakdene, Clasemont, Morriston, Swansea, garage propr. £21 16s. 10d. Oct. 17.

Elgar Motors, 87-89, High St., Harlesden, N.W.10, motor dirs. £15 5s. 9d. Oct. 17.

Fenton & Walker, George St. Garages, Skegness, motor engrs. £17 12s. 11d. Oct. 4.

G. Fletcher, 39, Nottingham Rd., Borrowash, Derbys, motor engr. £19 12s. 4d. Oct. 4.

T. Hodgson, Albion Garage, Albion Place, Willington, Durham, garage propr. £50 15s. 9d. Oct. 21.

P. L. Leighton, Westward Ho Garage, Ffynnongrew, Flints, garage propr. £50 14s. 8d. Oct. 17.

Littlewoodcote Motors, Downland Garage, Chipstead Valley Rd., Coulsdon, Surrey. £19 10s. 9d. Oct. 10.

J. R. Mawer, Rising Sun Service Station, Maidstone Rd., Kingsdown, nr. Sevenoaks, garage propr. £14 16s. 2d. Oct. 17.

Metro Automobile Co., Ltd., r.o. Grange Garage, Uxbridge Rd., Hayes, Middx. £96 13s. Oct. 17.

L. Pritchett, 45, Clarence Rd., Newport, I.O.W., motor engrs. £111 3s. 2d. Sept. 27.

Sackville Coachwork Co., Ltd., r.o. Saville House, 1, Saville Row, Newcastle-on-Tyne, car sprayers and motor body bldrs. £15 18s. Oct. 18.

W. T. Saunders, 40, Harlow Moor Drive, Harrogate, motor engr. £22 7s. 6d. Oct. 17.

Services Garage (Whetstone), Ltd., r.o. 439, Oakleigh Rd. North, Whetstone, N.20. £12 8s. Oct. 18.

G. H. Stevens, Fountain St., Morley, Yorks, motor engr. £30. Oct. 16.

E. A. Taylor, 11, Howard Ave., Bolton, car dir. £19 8s. Oct. 11.

Wyvern Motors, Ltd., 710, High Rd., Tottenham, N.17. £14 5s. Oct. 17.

Wyvern Motors, Ltd., as above. £29 4s. 9d. Oct. 10.

INCREASES OF CAPITAL

Parkwood Engineering Co., Ltd. — Increased by £5,000, beyond the reg. cap. of £5,000.

Pelham Garages, Ltd.—Increased by £1,000, beyond the reg. cap. of £2,000.

Goodyear Tyre & Rubber Co. (Great Britain), Ltd.—Increased by £500,000, beyond the reg. cap. of £2,000,000.

Langham Motor Co., Ltd.—Increased by £5,000, beyond the reg. cap. of £3,000.

A. & D. Fraser (Ayrshire), Ltd. — Increased by £50,000, beyond the reg. cap. of £50,000.

Victoria Garage (Swindon), Ltd. — Increased by £8,000, beyond the reg. cap. of £12,000.

VOLUNTARY LIQUIDATION

Swindon Motor Body Co. (Coachbuilders), Ltd., County Rd., Swindon.

In accordance with the provisions of Section 293 of the Companies Act, 1948, a meeting of creditors was held recently at Swindon, when a provisional statement of affairs was presented showing liabilities amounting to £4,456 7s. 3d. The assets were estimated to realise £1,920 15s. 2d. and, after allowing the Receiver's and Manager's expenses and Solicitor's fees of £160 10s. and £253 1s. 7d. for preferential claims, there was a balance of £607 3s. 7d., which was insufficient to the extent of £54 16s. 5d. to meet the debenture claim of £662. There was a deficiency, therefore, as regarded the creditors, of £4,511 3s. 8d. The issued cap. of the co. amounted to £500 and, so far as the members were concerned, there was a total deficiency of £5,671 3s. 8d.

It was resolved to appoint Mr. F. Boydell, A.C.A. (the Receiver and Manager) as liquidator.

NEW COMPANIES

Hoffmanns of Bradford, Ltd.—Private co., reg. Nov. 10. Cap., £35,000. To carry on the business of manfrs., importers and exporters of and dirs. in motor cars, motor vehicles, motor cycles, etc. Subscribers: for and on behalf of Hoffmann's Garage, Ltd., Huddersfield Rd., Halifax, F. C. C. Clark, director; and Percy F. Swain. Solrs.: Theodore Goddard & Co., 5, New Court, W.C.2.

Boston Diesel Engine Co., Ltd.—Private co., reg. Nov. 11. Cap., £2,000. Directors: E. H. Parker, J. E. Porcher, M. W. Hall. Reg. office: The Dock, Boston, Lincs.

Bromford Bridge Garages, Ltd.—Private co., reg. Nov. 13. Cap., £2,000. To acquire the business of Ashtead Garage carried on by J. M. Hill, R. H. Jones, D. W. Seabright, etc. Directors: J. M. Hill, D. W. Seabright, R. H. Jones. Reg. office: Bromford Lane, Birmingham, 8.

E. J. Honeybun, Ltd.—Private co., reg. Nov. 13. Cap., £2,000. To carry on the business of electrical, mechanical, motor and general engrs., etc. Directors: E. J. Honeybun, Marjorie G. Honeybun. Reg. office: 3, Park Place, Cardiff.

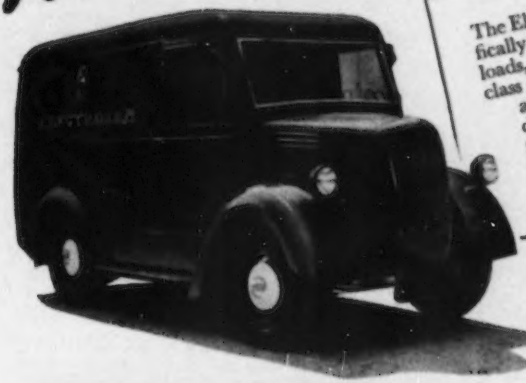
Southville Motor Bodies, Ltd.—Private co., reg. Nov. 9. Cap., £100. Directors: C. R. Butcher, E. J. Butcher. Reg. office: 35, Cock Lane, E.C.1.

Forge & Fabrications, Ltd.—Private co., reg. Nov. 9. Cap., £1,000. To carry on the business of manfrs. of and dirs. in specialised steel parts and forgings and metal work and products germane to the motor engineering, coachbuilding, shipbuilding and aeronautical trades, etc. Directors: F. O. Thomas, P. E. Thomas, M. O. Thomas. Reg. office: Abbey Manufacturing Estate, Mount Pleasant, Alperton, Middx.

Cheltenham Drive Yourself Hire Cars, Ltd.—Private co., reg. Nov. 9. Cap., £100. Directors: A. C. M. Kelly, Mrs. J. E. Kelly. Reg. office: 199, Piccadilly, W.1.

Ladywell Auto Workshops, Ltd.—Private co., reg. Nov. 9. Cap., £100. To carry on the business of motor garage proprs., etc. Directors: W. R. Wordley,

Now! THE NEW ELECTROJAN



The Electrojan, designed and built specifically for short-haul work with 15-cwt. loads, offers advanced features for this class of transport. Identical in size and appearance with the famous petrol-driven Trojan '15', it is ideal for firms wishing to standardise their Trojan fleet yet needing a battery-electric vehicle.

Built in the TROJAN TRADITION

Powered by 8 H.P. Series wound motor with 60-volt 175 ampere hour battery, the Electrojan gives a speed of 18 m.p.h. and a range of 25 miles before recharging.

Trojans for work!

TROJAN LTD · PURLEY WAY · CROYDON

FOR ALL MAKES OF CARS

SIEMENS ELECTRIC LAMPS & SUPPLIES LTD., 38/39 UPPER THAMES ST., LONDON, E.C.4

Branches at: Belfast, Birmingham, Bristol, Cardiff, Dublin, Glasgow, Leeds, Liverpool, Manchester, Newcastle, Nottingham, Sheffield

Motor Trade Commercial Report—*Continued*

F. Brind, W. A. Westgate, J. Dutton. Reg. office: 28a, Widmore Rd., Bromley, Kent.

Barnett Bros. (Guildford), Ltd.—Private co., reg. Nov. 9. Cap., £500. To carry on the business of motor body bldrs., etc. Directors: L. V. Barnett, R. F. Barnett. Reg. office: Rowlands Yard, Woodbridge Rd., Guildford, Surrey.

A. G. Shaw, Ltd.—Private co., reg. Nov. 11. Cap., £500. To carry on the business of manfrs. and proprs. and hirers of caravans, trailers, motor cars, vans and cycles, etc. Directors: A. Gordon Shaw, D. G. Shaw, Mrs. H. L. Shaw. Reg. office: Abbott's Chambers, 202, Bishopsgate, E.C.2.

Blue & Green Car Hire, Ltd.—Private co., reg. Nov. 11. Cap., £100. Directors: R. A. Barter, E. Manton. Reg. office: 12, Coleherne Mews, Earls Court, S.W.10.

Slaters Garages (Abergele), Ltd.—Private co., reg. Nov. 15. Cap., £7,000. Directors: H. Knowlson, K. A. Knowlson, I. E. Hughes. Reg. office: Slaters Garage, Rhuddlan Rd., Abergele, Denbighshire.

Feltham Rubber Co., Ltd.—Private co., reg. Nov. 15. Cap., £3,000. To carry on the business of wholesale and retail merchants and dlrs. in new and secondhand tyres, tubes and rubber products, etc. Directors: W. G. Williams, Eileen Avins, W. G. Milton. Reg. office: 12, John St., Bedford Row, W.C.1.

R. S. Mead, Ltd.—Private co., reg. Nov. 14. Cap., £8,000. To carry on the business of garage proprs., etc. Directors: R. S. Mead, Mrs. R. G. Mead. Reg. office: 34, Market St., Maidenhead, Berks.

R. S. Mead (Sales), Ltd.—Private co., reg. Nov. 15. Cap., £10,000. To carry on the business of distributors of and dlrs. in new and used motor cars, vans, lorries, motor cycles, tractors, etc. Directors: R. S. Mead, Rosemary G. Mead. Reg. office: 42, Queen St., Maidenhead, Berks.

CHANGE OF NAME

Sandford & Welch, Ltd.—Name changed to Sandford, Welch & Co., Ltd., on October 30.

B.M.T.A. Stop List

Following alterations have been made to the British Motor Trade Association Stop List during the week ended November 18th:—

DELETIONS

Ashley Down Autos (proprs.: A. J. Thorowgood, G. H. Wootten, "Carmatt," Farm Rd., Weston-super-Mare), 31, Cleveland Mews, W.1; Ashley Down Rd., Norfield, Bristol, 7, Glos; and Billet St., Taunton, Somerset.

Good's Service Garage, Ltd. (Cecil R. Good, Cecil M. Good, Elizabeth Good), Swansea Rd., Clydach, Swansea.

AMENDMENTS

Morseley & Harrison (t.a. Premier Motors), 9a, Gasper Mews, Courtfield Gardens, Kensington, S.W.5; 57a, Harrington Gardens, Kensington, S.W.7.

Premier Motors (Morseley & Harrison), 9a, Gasper Mews, Courtfield Gardens, Kensington, S.W.5.

Delete the above two entries and substitute the following—

Harrison, —, 57a, Harrington Gardens, Kensington, S.W.7.

AN ADDING MACHINE

for £6 . 6 . 0

Invaluable to every business and profession—for book-keeping and stocktaking in shops, offices and factories—the EXACTUS adding machine adds and subtracts to £999,999.19.11¾d.

★ *Simple to operate.*
★ *Fully Guaranteed.*
★ *All-metal precision made.*
★ *Total appears as you work.*

Desk model with new Clear-Vue face, £6 . 6 . 0, carriage paid.

Immediate delivery at a price even small businesses can afford from

K. BISSET & CO. LTD., Dept. G., 5, Chelwood Gardens, Kew Gardens, Surrey

READERS' GUIDE TO ADVERTISERS

AC-Sphinx Spark Plug Co. 639
Aerialite, Ltd. ..... Supp. vi
Aldridges 666
Anglo-Iranian Oil Co., Ltd. (B.P. Petrol) 629
Autocar Electrical Equipment Co., Ltd. 671

B.B. Chemical Co., Ltd. 611
K. Bisset and Co., Ltd. 662
Joseph Bradbury and Sons, Ltd. Supp. viii
British Timken, Ltd. ..... Supp. iv
E. G. Brown and Co., Ltd. 613

C.A.V. Ltd. ..... Cover iii
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Carmo (1929), Ltd. 671
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Thomas F. Hunt, Ltd. 616

Kenton Equipment Co., Ltd. 612
Kerry's (Gt. Britain), Ltd. .... Cover iv

Lime Street Garage (Liverpool), Ltd. 672
Joseph Lucas, Ltd. ..... Cover ii

Hugh McIlwraith and Son 665
A. P. Maglen, Ltd. 669

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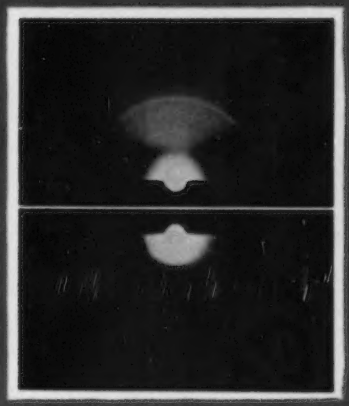
Surface conditions of tungsten contacts examined by electron diffraction



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